A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

February 3, 1964

Special Reports

Morocco

Venezuela

El Salvador

Nigeria

Israel

Business Bulletins *from around the world*

AFGHANISTAN—Capacity doubled at Czech-assisted Ghori Cement Factory on opening of new kiln with 200 tons daily capacity. Country's capacity now 500 tons daily including 100 tons per day Czech-built plant at Jabal-i-Seraj, sufficient for present domestic requirements.

BELGIUM—FMA, Inc., California, associates of Belgian Societe Generale create joint venture, Compagnie Europeene pour la Technologie de l'Information (ETI) to handle commercial, technical representation of all FMA patents, licenses in Europe, Africa.

Block Drug Co. of Jersey City to establish plant at Mol as manufacturing affiliate of European distribution firm Stafford Miller Continental.

BURMA—New 10,000 tons per year sugar mill to be built in Thaton district with loan from Communist China. Construction expected to start in March.

FINLAND—Government gives up plan to build pulp plant at Kirkenes. Thorough study led to conclusion that not enough timber exists in Kirkenes area to justify plant.

FRANCE—Procter & Gamble, manufacturing detergents in Marseille since 1955, increases investment through purchase of formerly leased plant. Firm now employs 500 people, produces 6 million cases a year, ranks second in French detergents industry.

Kennecott Copper, IBM, Singer, Nabisco shares listed at Paris Stock Exchange.

HONG KONG—1963 was prosperous one for all sectors of economy. Data for first 11 months show increase in exports of 15.7%; re-exports of 8%; imports of 11.7%; electric power consumption of 16%; incoming tourists of 18%.

INDIA—Shipping activities, disrupted by recent communal disturbances in Calcutta, return to normal. Although some shipments delayed or diverted, cargo movements now experience only occasional delay.

INDONESIA—Djakarta branch office of Hong Kong and Shanghai Banking Corporation discontinue banking operations in Indonesia. This decision, made originally by the Bank's Board of Directors last July, has no direct relation to Government's current anti-Malaysian policy.

KUWAIT—Weir Westgarth, British firm, awarded $5.6 million contract for construction of five vacuum flush type sea water distillation plants with combined distillation capacity of 5 million gallons a day. Plants scheduled for completion in 15 months.

NETHERLANDS—In November imports totaled $549 million, 17% above like 1962 period, while exports reached $443 million, 12% over 1962.

Caltex strikes gas field of undetermined size on Ameland Island, north of coast.

NORWAY—Unique Design Center, reported to be largest in Europe, being built in Oslo. Center scheduled to open in 1965. Exhibition hall to occupy 2,000 square meters of floor space. Center to have library, photo archives containing up-to-date information about Norwegian and foreign industrial design, as well as permanent display of manufactured goods.

PARAGUAY—West German development aid agency, KFW, signs loan of DM 12.0 million (US $3 million) for Banco Nacional de Fomento. Funds to be available for small, medium-size industrial projects.

PERU—Government extends for three years fishmeal export agreement signed in 1960 by representatives of the international Fishmeal Exporters Organization, Sociedad Nacional de Pesqueria, Peruvian association of commercial fishery companies. Agreement establishes quotas for fishmeal exporting countries in order to maintain equitable balance between supply, demand to stabilize market prices. Owing to rapid expansion of fishmeal market, export quota set at 1,000,000 long tons for 1963; 1,200,000 long tons for 1964.

PHILIPPINES—Construction plans for $5 million 39-room hotel on Manila's seafront boulevard announced by Philippine-American joint venture group. Seaboard International Investors Corporation of New York to provide investment and loan capital for 40% equity interest; Philippine partner to raise $1.8 million.

SOMALI REPUBLIC—Investment Guaranty Agreement, concluded with U.S. enables Agency for International Development (AID) to insure American investors against inconvertibility, expropriation, loss due to war, revolution or insurrection.

SPAIN—Decree extends to February 20 temporary 1.9% duty (normal rate: 19%) on imports of coking coal for iron, steel industry.

SWEDEN—First automobiles built in Swedish-owned Volvo factory in Canada delivered to U.S. dealers in east. Volvo Automobile Company reports plans to ship 16,500 vehicles to the U.S. in 1964 with majority originating in Swedish Volvo plant. Less than 2% to be shipped from plant operated by Volvo in Canada.

SWITZERLAND—Shell-Suisse, newly-established company, with initial capital of $2.3 million, to construct, operate oil refinery near Neuchatel.

Housing units constructed in principal towns, cities totaled 14,455 for first 9 months of 1963, decrease from 16,899 in like period of 1962. New building permits for housing totaled 20,047 in first 3 quarters of 1963, compared with 20,079 in corresponding period last year.

Retail sales in September 1963 were 6.1% higher in terms of value than previous September. Calculated on per-shopping-day basis, increase was 6.6%.

THAILAND—Government announces that foreign capital investments reach record total of over $47 million in 1963. Increased capital influx attributed mainly to liberal industrial promotion privileges, growing stability of Thailand's economy.

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the cover

The pattern of trade expansion overseas is growing—and much of the growth can be attributed to an increased knowledge on the part of U.S. industry of economic conditions abroad. A series of articles written by U.S. embassy officials in foreign posts is currently being published in International Commerce, and is designed to add to that knowledge. This week's installment starts on page 2.

International Commerce

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Changing Venezuelan market offers challenges and profits to resourceful U.S. exporters

Sales effort must equal that made against domestic competitors; Venezuelans spend well on consumer goods—want only the best; local production cuts demand for many items formerly imported

By ELDON J. CASSODAY
Commercial Attaché
U.S. Embassy, Caracas

the author

Mr. Cassoday received his AB and LLB from the University of Wisconsin, and served with the Treasury Department and the U.S. Military Government of Germany before joining the Foreign Service in 1949. He has been stationed in Frankfort, Pusan, Addis Ababa, and Mexico City, before being assigned to Caracas in October 1958.

The trade outlook for Venezuela in 1964 is promising and the opportunity for U.S. business to participate in this trade is equally bright.

ELDON J. CASSODAY

However, it will not be trade in the pattern of the past when for years Venezuela was one of the best U.S. markets for consumer goods. It will be trade which must be developed under the changed stature of Venezuela as a rapidly industrializing county.

Finished consumer goods will be replaced by imports of parts for assembly, semi-finished goods, and raw materials. Technical equipment, control devices, machinery of all types, will be more in demand. However, even in those industries which are developing, specialty products will still be imported.

President-elect Dr. Raúl Leoni, of the same party as outgoing President Betancourt, is generally expected to carry on the same type of economic policy followed in the past 5 years.

This policy has brought Venezuela to a position from which the Government can point to a balanced budget and a balance of payments surplus for each of the last 2 years. Foreign exchange reserves have risen and were estimated at more than $800 million by the middle of January.

GNP growth slows

GNP in 1963 was up only an estimated 4 to 5%, but the modesty of this figure resulted principally from a very small growth of only 1.8% in the important (27% of GNP) petroleum sector compared to 1962's high 9.6% rate.

Both the construction and the industrial sectors are estimated to be up about 10%. Investment in fixed capital also rose about 10%.

Unemployment

Unemployment is at about the same level as in the past few years and continues as a problem. There were no major strikes in 1963.

The petroleum industry contract was renegotiated with only a slight wage rise for the already highly paid workers. The cost of living over the past few years has risen only slightly. Department store retail sales are up substantially and collections of indebtedness in commercial and banking sectors have improved greatly. The balance of trade is continuing at its perennially more than 2 to 1 favorable balance.

Venezuela has made this progress systematically, working toward the goals of the Alliance for Progress. Exchange restrictions which caused great difficulties for a time are virtually no problem now. Remaining import and foreign exchange controls are no longer necessary because of balance of payments difficulties. A rumored unification of rate, if it materializes, will result in the removal of many controls and if unified at a figure below 4.54 bolivars it would result in benefits to all Venezuelan importers as well as U.S. exporters.

Like their comforts

Venezuela, with a population of only 8.3 million, has the highest per capita disposable income of any Latin American country and much of it is spent for the comforts of life. In major cities with about 42% of the population, 84% of the homes have radios. In areas reached by television, about 57% of all homes have television (as high as 64% in metropolitan Caracas). A large percentage of Venezuelans consume manufactured goods and services, and they like the best.

Terrorism, probably more spectacular for the past 2 years, may have retarded some potential growth in industrial expansion and new foreign investment, but it has so far failed to seriously affect a steady economic growth.

With the present economic situation, industrial expansion should continue at an even higher rate. The businessman, the industrialist, the banker are all optimistic for 1964; they are thinking in terms of expansion, more investment, and better business.

Outlook for trade

Restrictive policies, both for protectionism and for balance of payments reasons, have brought imports to an unnaturally low level. The pressure to resume a more normal level, coupled with the necessity of importing more machinery and raw materials to support the new industries, has brought a slight rise in imports, which should increase at a greater rate in the year ahead.

The economic planners have estimated a 5% per year increase in imports. Since this would amount to only about $50 million per year, it appears to be a rather conservative estimate, at least until total imports approach a more normal level.

U.S. exports to Venezuela have dropped in dollar value every year since 1957, the all time high, but so have imports from other countries. The U.S. still sells over 50% of the total market. In many cases, as total imports of a class of products drop, the U.S. sales share increases.

A great deal of the fall-off in U.S. exports has resulted from the complete cut-off of products where the U.S. was the largest and in some cases virtually the sole supplier, such as cigarettes and many food products.

A major factor has been the ability of many European and Japanese suppliers, after their reentry into the world market in the 1950's, to regain old mar-

kets or establish new ones with new products as they have elsewhere, including the U.S.

With U.S. exports still near the $500 million level, there is convincing evidence that we can compete successfully in many product lines and with changed emphasis we have a major base from which to expand.

Venezuela is now or will soon be primarily self-sufficient in products of satisfactory quality in many lines of finished goods. Exceptions are those parts of a line which are considered specialties and cannot be economically manufactured locally.

This brings up the question of what fields are still open for export opportunities. Generally speaking, those components, spare parts, and installations whose production is especially complicated in nature: carburetors, instruments, generators, starter motors, and gear boxes, in motor vehicle parts; electrical components of all sorts in the building trades, such as fuse boxes, switches, relays, meters, and transformers. Examples of components of various types such as these are almost endless.

The following finished products are still selling well: precision, scientific, measuring, electronic, and professional equipment of all kinds; tools; machinery of all kinds; rubber goods of all kinds, except tires, tubes, some hose, and fan belts; aircraft and repair parts.

Other examples of substantial imports: many industrial and intermediate chemicals; newsprint, printing paper, specialty papers; scientific publications; and breeding cattle.

New products and new developments not previously known in the market are especially interesting to Venezuelans. Some of these exports are short-lived; others can produce a steady export market.

Factors affecting U.S.

What factors will the U.S. exporter have to overcome, assuming an item is involved which is not being made locally and which can, therefore, still be exported to Venezuela?

First: The biggest competition comes from the manufacturer in a foreign country with a comparable product, produced by lower cost labor, and landed in Venezuela at a much lower price. He may also be competing with the same product in the U.S. domestic market. Often this foreign competition in the Venezuelan market does not come from a foreign-owned European or Japanese firm, but a U.S. company which is supplying the Venezuelan market from production by one of its foreign subsidiaries.

One must remember that even though this is the only way U.S. interests can retain a share of the market in many cases, this type of competition is often taking the Venezuelan market from the U.S. exporter.

How does the U.S. exporter compete against the other foreign imports? In many cases he has faced the same competition in the U.S. The answer therefore is—in the same way he does in the U.S.

Stress strong points

The U.S. firm competes against a foreign product with no comparable U.S. production and against other domestic products by showing why his product is better for the intended use, even in spite of a price difference, if there is one.

Certainly, one of the first advantages stressed between competitive products is that of better service, better availability of replacement parts, guarantees, and availability of technical advice and manuals. This is the same in Venezuela.

On the question of service alone, the U.S. company has a huge advantage—good telephone connections and overnight air service from Miami can put machinery and repair parts down in Venezuela faster than from any competing country. Selling some products based solely on availability and speed of delivery can open up new markets.

In the U.S. we cut shipping costs and handling charges to the minimum to compete better against each other and the foreign imports. We must do the same in shipments to Venezuela. It is necessary to examine every item of cost added to the FOB factory cost to see that the final price is competitive when it reaches Venezuela.

Second: The foreign competitor is often able to sell his product because the local user does not know or knows only vaguely about the U.S. product. This means that the U.S. exporter must be ably represented in Venezuela by a technically qualified person able to promote his product with potential buyers, selling the advantages of his product over others. This must be done in Spanish, with technical literature using Spanish and the metric system.

Any technological advantages of the U.S. product must be stressed. This means that we must actively compete with the on-the-spot representatives of European firms, some of whom may not have as good a product for the particular need, but they are on the spot, selling the user on their product.

Many technicians in Venezuelan plants are of European origin and lean toward purchase of products from their own countries often only because they are not acquainted with the U.S. product. Many times they can't read about it because there is no technical literature available either in their native language or in Spanish. It is extremely valuable to expend promotional efforts on this group.

Again, we must compete in Venezuela against the foreign product in the same way we do in the U.S.; we must show users why one product has more advantages for his particular use than any other U.S. or imported product.

Third: If special local conditions require modification of a standard product, we must be prepared to modify it, often without extra charge, or we cannot expect to compete. For instance, much of Venezuela has 50 cycle electric current; all Venezuelan measurements are in the metric system; many sections have sub-tropical climates leading to conditions producing mold and corrosion; the salt air on the coasts produces the same problems as in many of our American cities.

Only you

The Department of Commerce and the Embassies can advise exporters about trends affecting markets for their products, they can explain government restrictions and controls, they can help exporters make the right contacts to sell their products. However, in most cases, the actual promotion and sale of the product itself to the buyer is something only the exporter and his representative can do.

He must show why his product should be preferred over competitive products. This sometimes requires a technical explanation; an advertisement giving an address to which one can send orders will seldom take business from stiff foreign competition.

To summarize, the gradual closing of the consumer goods market in Venezuela, has and will continue to affect U.S. exports seriously. A close look at this rapidly changing market is necessary. By modifying our product line and concentrating on the same on-the-spot promotion and selling we use in the U.S. domestic market, we can compete in Venezuela with other foreign suppliers.

Although accomplishing this in a different language under many strange laws and regulations creates many new problems, they are far from insurmountable.

Only a small part of the business will come to our door, we must work to obtain new and hold old markets.

U.S. must be on its toes to keep large share of Israeli Imports

Capital goods emphasized; consumer products meet high duties; large U.S. exhibit planned for Tel Aviv International Fair

By CRAIG M. STARK

Commercial Officer, U.S. Embassy, Tel Aviv

American exports continue to play a large role in the booming Israeli market, but exporters will have to stay on their toes in order to maintain their share of the market.

C. M. STARK

U.S. exports of goods and services to Israel totaled over $208 million in 1962, according to Government of Israel statistics, which constituted 32.8% of all Israeli imports and was 20% higher than the previous year. U.S. exporters face a hard fight in maintaining this pace, however, due to sharply increased competition from European and Japanese exporters, and the constantly changing nature of the Israeli economy.

Economic conditions in the young state of Israel have never been better. Gross National Product increased 12% last year, a rate of increase which would be considered phenomenal in many nations, but is thought normal here. Per capita disposable income is more than $700, which puts Israel ahead of many larger and more richly endowed countries.

With Israeli holdings of gold and foreign exchange nearing the $600 million mark and an excellent international credit rating, prospects for continuing growth of the market are excellent.

Well received

U.S. products have had a good reception in the Israeli market but maintenance of the present export rate will depend on the ability of American exporters to meet strong European competition, which is assisted by a marked advantage in freight rates. European producers, who frequently pay less than half the freight rates charged U.S. exporters, have been particularly effective recently in industrial chemicals, automobiles and trucks, standard machine tools, and office machinery.

In spite of its prosperity, the Israel trade balance is heavily negative, and Israeli industry is being strongly encouraged to fill the gap. An assembly plant being construted by a British firm will shortly meet most Israeli needs for medium and heavy trucks; a polyethelene plant will shortly begin producing polyethelene powder.

There are many other examples of the growing sophistication of Israeli industry, which means changed market conditions for U.S. exports. These changes are spelled out in the import figures for the first 9 months of 1963. While the U.S. share of the market remains in its historical 28-33% range, exports to Israel are down in both relative and absolute terms.

More capital goods

While imports of food and raw materials will undoubtedly continue more or less along present lines, the emphasis on capital goods will continue to increase. Particularly important will be the industries which Israel seeks to develop to redress her trade deficit, such as textiles, plastics and electronics.

The relatively large Israeli textile industry can use more modern machinery, particularly industrial sewing and cloth cutting machinery. Many types of machinery for the plastics industry will meet a good reception. The electronics industry is in its infancy in Israel, but both the interest and the technological capability for growth exist.

In these and many other industries, machinery capable of increasing productivity in relatively small-scale factories will receive particular attention. Israel must develop its export industry in order to achieve economic maturity, and with labor costs already above those of some Common Market countries, automation equipment suitable for use in the Israeli economy will be much sought after.

Consumer goods constitute a small part of U.S. exports to Israel, due to the heavy protection received by local manufacturers. Since the liberalization program began in early 1962, however,

GRAVEL CONVEYOR: A sand and gravel conveyor is put into place during Ashdod Harbor improvements in a development near Palestine.

the author

Mr. Stark joined the Foreign Service in 1958, served as a Foreign Affairs Officer in Washington and was stationed in New Delhi before being assigned to Tel Aviv in October 1962. A graduate of Humboldt State College, he did graduate work at the University of Oregon.

Israeli purchasers have more latitude than in the past. American consumer goods have an excellent reputation, but must be able to meet European competition on a price basis in order to compete.

The fact that customs duties are levied on the c.i.f. value of the goods multiplies any price differential; customs duties and purchase taxes on luxury items frequently amount to 200% to 300% of the c.i.f. value.

In addition to the categories suggested above, American exports particularly worthy of promotion in Israel are electronic goods, including scientific and medical equipment, office machinery, photographic equipment, metal working machinery, hand tools, pneumatic equipment, pharmaceutical and fine chemicals, industrial chemicals, and machine tools of many types.

Tel Aviv Fair

U.S. firms wishing to develop an Israeli market for new products will have an excellent opportunity during the Tel Aviv International Fair, which will be held from June 16 to July 7 in Tel Aviv. The Department of Commerce plans a large U.S. exhibition centered on electronics products. Firms wishing to participate in the exhibit may write to Robert Kan, Bureau of International Commerce, Office of International Trade Promotion, U.S. Department of Commerce, Washington, D.C. 20230.

Inquiries to the fair management for the individual exhibit of other type products in the Tel Aviv Fair may be directed to "Yerid Hamizrakh," P.O. Box 21075, Tel Aviv, or to the Fair's U.S. representative, Ruder, Finn, & Fisher, Inc., 130 East 59th Street, New York 22, N.Y.

INCREASED FRINGE BENEFITS

Top Belgian business and labor leaders signed a national agreement on December 12, 1963, granting a third week of paid vacation to Belgian wage earners and salaried employees.

The additional week will be reimbursed at straight time.

El Salvador's mild economic boom points way to higher U.S. sales

Expanding nation has the means and the desire for more imports; development projects boost demand for industrial products

By ROBERT J. MacQUAID
Economic Officer
U.S. Embassy, San Salvador

The sale of U.S. goods to El Salvador should be excellent in 1964, possibly resulting in a record year. Agricultural improvement, industrial investment, infrastructure projects, and development loans are contributing to a mild economic boom.

ROBERT J. MacQUAID

Limited in further extension of agriculture by a lack of arable land, and already under pressure from the second highest population density of any country in Latin America, El Salvador is turning more and more to intensive agricultural methods and development of light industry to improve the economic well being of the country.

The nation is experiencing a mild economic boom which gives every indication of carrying over well into the new year, and which means increased purchases of capital goods, industrial machinery and equipment. Industrial plant construction and expansion are helping to pace this increase in economic activity.

Adding to the pick up in economic tempo is a fairly extensive public works program comprising road construction, water supply and sewage projects, a planned extension of rural electrification under private auspices, a fairly large housing program, both public and private, and a 26,000 line extension to the national phone system.

Sugar complex

Among some of the published plans for 1964 is the construction of a new $3 to $4 million milling and refining complex for the sugar industry. It is also understood that at least one of the local flour mills is considering doubling its production capacity. This is not only an opportunity for sales of milling and related equipment, but may also mean increased sales of U.S. wheat.

Increased economic activity means more jobs, more people with paychecks and therefore, more purchasing power in the hands of many people who have had very little in the way of material possessions.

A relatively numerous middle class growing in both numbers and wealth wants to share and experience the "better life." They want new nicer homes, automobiles, refrigerators, television sets and record players. These are products for which the U.S., its nearest supplier, is noted.

New homes, in addition, mean increased imports of lumber, sanitary wares, plumbing, and lighting material and fixtures.

Status shoppers

A step up the social ladder increases the desire to wear imported, more stylish clothing and better grade shoes, and occasionally to buy imported foods. These too are items which the U.S. produces in both quantity and quality.

Other possibilities for increased sales

POWER STATION: World Bank loan helped Rio Lempa hydroelectric project. (World Bank Photo)

in the coming months are office equipment, hospital supplies, pharmaceuticals and agricultural machinery.

Dollars? Si!

Does El Salvador have the dollars to finance these import needs? It does. Foreign exchange reserves in mid-December totalled approximately $34 million. They can be expected to rise even higher as reserves customarily increase during the first 6 months of the year, when the country markets its coffee and cotton crops. Earnings from these major export commodities should be higher in 1964.

Coffee prices in world markets have been edging steadily upward over the past few months. In addition, although the quantity of coffee exported to traditional markets is limited by the Coffee Council's quota allocations, coffee exporters are making efforts to sell to new markets, such as Japan.

At the same time, although world cotton prices have remained relatively stable, El Salvador's acreage planted to cotton expanded again in 1963, and earnings from this source are almost certain to increase in 1964.

There is an additional bonus available to U.S. exporters this year in the form of sales that should result from the $15.8 million in AID development loans recently granted to the country.

These loans, under current AID policies are, where possible, tied to U.S. procurement when goods are involved. For example $3.2 million of the $4.5 million granted to the Salvadoran Institute of Industrial Development for loans to local industry are earmarked for purchases of machinery and equipment in the U.S.

Much of the $1.9 million portion of the Agriculture development loan set aside for livestock improvement will be used to purchase purebred stock in the U.S. The $5.3 million for supervised credit to small farmers and $1.7 million for irrigation and soil conservation purposes should similarly generate purchases of U.S. seeds, fertilizers, tools and irrigation equipment.

the author

Mr. MacQuaid has been in San Salvador since April, 1963. The Naval Academy graduate joined the Foreign Service on his release from active service in 1947, and has since been assigned to Victoria (British Columbia), Montreal, Amman, Djakarta, Singapore and Kuala Lumpur. He has also been detached to the Department of Commerce as an international economist.

Morocco faces year of transition; AID program boosts U.S. sales; European competitors active

Spurt in Government spending aids economic growth; business community optimistic despite rising inflation

By ROBERT LEE DOWELL, JR.

Commercial Officer,
Consulate General, Casablanca

Agrarian reform, the trend toward "Moroccanization" of commerce, and the Algerian-Moroccan border conflict have caused Morocco's economy to enter 1964 in an atmosphere of uncertainty.

R. L. DOWELL, JR.

Businessmen report that the Government's free foreign exchange holdings have dropped significantly in the past several months; that the current budget deficit may be greater than $150 million; that at present the economy is definitely becoming inflationary, raising the possibility of devaluation during the year; and that small-size and medium-size private investment is at a virtual standstill.

In spite of this cloudy atmosphere, a majority of businessmen predict an increase in sales during 1964. Private spending will be up slightly. Joint private and government major investment will rise. Government investment and spending will increase.

The new spurt in Government spending and investment augurs well for the continuation of business expansion in 1964 and should more than compensate for any decrease in private investment and spending. Most of the new money will not enter the economy for approximately 6 months, but once it does, the level of economic activity should rise.

Loan agreements

Two loan agreements with Morocco signed in 1963 provide AID financing for $30 million of American exports to Morocco. Although about 25% of these funds have already been used, the balance will be available for the purchase of capital equipment, raw materials, semi-finished goods and a limited number of consumer items.

Agreements with the Moroccan Government for the supply of various agricultural surplus products under Public Law 480 are also expected. One agreement will probably provide for the purchase of $7 million worth of fats, oils, and tobacco, and another for the supply of 150,000 tons of wheat for the National Promotion Program.

The Moroccan Government has shown interest in obtaining a loan to finance some of its development projects. The American Government is prepared to make such loans where justified.

Usually reliable sources say the Moroccan Government's 3-year plan, to be published shortly, will emphasize the development of agriculture and tourism.

Investment areas

Investment will be concentrated primarily in the fields of agriculture, chemicals, hotel and tourist lodging facilities, and public works infrastructure in 1964. As Morocco is not an industrial nation, these sectors will provide the greatest opportunities for foreign manufacturers of capital equipment.

In the field of consumer items, overall sales of household appliances should be up 10% in 1964. Imports of U.S. refrigerators should increase more than the overall market.

Sales of window-type air conditioners should rise, and U.S. brands may share in this increase. However, competition from France and other European countries is growing. European brands have been particularly successful in the sale of reverse-cycle heat-pump type units.

Passenger car sales should increase by about 10%, and sales of U.S. brands will probably rise by even more as the price gap closes between the highest-priced locally-assembled Fiats and the lowest-priced American cars. U.S. makes have been particularly favored since import quotas were imposed on Mercedes-

Benz and similar luxury automobiles. Demand for tires and petroleum products should increase slightly.

The local garment and shoe industry also expects sales to be up 10%, which should cause imports of ready-made wearing apparel and shoes to fall slightly. The demand for office equipment and machines should rise noticeably, and the U.S. should share in the increased sales of the latter.

In spite of the world-wide trend to detergents, it is anticipated that soap sales will increase during 1964.

Sales of television receivers should be up by at least 50%. However, because of local assembly of receivers as well as the use of the 625 CCIR standard in Morocco, the U.S. is not expected to share in this increase.

Sales to the agricultural sector will continue to be affected by the program of agrarian reform now underway. Thus far the Government has repossessed about one-fifth of those state lands which have been in the hands of Europeans for many years.

Sales to private purchasers of power-drawn agricultural machinery are expected to drop sharply, which will affect imports from the U.S. On the other hand, animal-drawn agricultural machinery sales should increase, but it is doubtful if the U.S. will be able to increase its sales in this field.

Tractor sales skyrocket

Sales of wheeled tractors should jump from approximately 150 in 1963 to near 750 in 1964. This expected increase in sales is not indicative of a rise in demand so much as it is a matter of appreciably increased import quotas. Sales of tracklaying tractors should show a considerable rise. U.S. manufacturers should share fully in these increased sales.

Two of the key factors determining Morocco's level of economic activity during 1964 will be its exports of citrus and wine. Citrus exports should be approximately the same as in 1963, but decreased prices in the French market and a softening of prices in other countries in Europe may cause revenue to the producer to drop. An unusually hard winter in other citrus-producing areas of the Mediterranean could, however, radically change this picture in Morocco's favor.

More dairy imports

The severe 1962/63 winter in Europe and the resulting increases in prices of dairy products may cause Moroccan businessmen to import butter and powdered milk from the U.S. during the first few months of this year. Whether imports of these items can be sustained will depend on the competitiveness of U.S. exporters with European suppliers.

STRIPPING OPERATIONS: An American-made dragline conducting stripping operations at the Kahouribga-Sidi Daoui phosphate mine in Morocco. The Government's phosphate office intends to buy almost $7.5 million in U.S. equipment, including another $3 million dragline. (Photo courtesy Du Souissi Studios)

Wheat imports from the U.S. during 1964 should be at approximately the same level as during 1963. Imports of soybeans and crude vegetable oils, particularly the latter, should increase. Tallow imports will remain at approximately the same level, as will imports of tobacco.

Imports of raw cotton will be down slightly as demand increases for semi-processed and synthetic fibers and as local production of cotton goes up.

U.S. prospects for 1964 sales are bright in the industrial sector. Sales of industrial chemicals will be up 15%, and the U.S. should be able to hold its own in this field. Industrial air-conditioning sales will be at approximately the same level as in 1963, as will the U.S. portion of the market.

Purchases of construction equipment and building materials should increase, largely because of government expenditures and government-sponsored projects. U.S. exports of earth-moving and similar equipment should increase considerably.

Sales of mining equipment could increase by as much as 10%. Particularly noteworthy is the expansion plan of the Office Chérifien des Phosphates, a government agency, involving an investment of approximately $7.5 million in equipment. U.S. firms should receive the orders for practically all of this equipment, a notable part of which is a $3 million drag line.

Sales of heavy electrical equipment will be up. However, because of competition from local industry, there is little hope for U.S. sales to increase. Machine tool sales should also increase. Here, too, little demand is anticipated for U.S. equipment, primarily because of price differentials with European competitors.

The metalworking industry expects its activity in 1964 to be 10% higher than in 1963.

Imports of synthetic and staple fiber yarn should be greater and the U.S. should be able to obtain the lion's share of this increase. Production of canned sardines should rise substantially. Phosphate production is also expected to increase.

Even though the European's confidence in his future in Morocco was badly shaken during the fourth quarter of 1963, he feels that business will be better during 1964.

Common market talks

The Moroccan Government has recently announced exploratory talks in Brussels with the members of the Common Market, and usually reliable sources indicate that the Moroccan Government will make every effort to conclude a mutually satisfactory agreement as rapidly as possible. This move will undoubtedly help to restore the confidence of the European in the Moroccan economy.

the author

Mr. Dowell was assigned to Casablanca on joining the Foreign Service in 1961. Prior to that, the Georgetown University Graduate had spent 8 years as assistant manager of an oil company's African sales office and 6 years of overseas duty as an Army officer.

NEW PURCHASE: Sale of diesel engines under the Nigerian 6-year plan may mean sales for U.S. producers in 1964. Photo taken in the northern Nigerian rail center of Kano pictures new engine at work.

Nigerian development projects broaden market for U.S. goods; more gains expected in 1964

High unemployment rate impedes rapid economic growth; more U.S. firms send representatives, set up branches

BY DAVID POST

Commercial Attache
American Embassy, Lagos

Nigeria is one of the fortunate countries of Africa. A big country with rich and varied resources it draws on the human assets of 40 million industrious, education-conscious people. It is a country with a real potential for achieving self-sustained growth.

DAVID POST

In 1964, Nigeria should begin to pull out of the recession it has suffered for the past 2 years. Preliminary reports on 1964 export crops are good and prices for most of them are holding steady at satisfactory levels. Tin production, supported by a high price, is strong. Petroleum exploration is expanding in the East and Mid-West. Lagos automobile dealers have reported a sudden strong demand for cars and trucks and pre-Christmas sales were brisk. Especially encouraging is the progress finally being made on the 6-year development program.

The program, introduced in 1962, represents the first attempt in Nigeria's history to look at the country's resources and development needs from an all-Nigeria viewpoint. It is an ambitious and far-reaching plan calling for a total capital investment of $1.895 billion in the public sector.

The financing of the plan depends heavily on foreign aid, which is expected to supply fully half the need. The U.S. has demonstrated its support for the program by committing $225 million through loans and grants for approved projects. The World Bank and other countries have also made substantial commitments. Nigeria has undertaken to provide $736.4 million for public expenditures from its own resources.

The following development projects, which may involve U.S. participation or procurement, are close to implementation:

★ **Niger Dam Project.** Engineering work is completed and bids have been received for the civil works portion of the project. Bid documents on the main generators, generator transformers, main turbines, intake gates, spillway gates and other electrical and mechanical equipment are to be opened early in 1964. If financing can be arranged soon, construction should begin during 1964. The civil works alone will cost approximately $90.8 million. Total cost of the project is estimated at $196 million for the first stage.

★ **Telecommunication Network.** A feasibility study prepared by the Western Electric Corporation has just been presented to the Nigerian Government and, if plans are pushed hard, some work on new telephone facilities might get underway this year. The project is costed at approximately $53.2 million.

★ **Ibadan Water Supply Project.** A loan agreement between the U.S. Agency for International Development (AID) and the Government of Nigeria has been signed and work is scheduled to begin late in the coming year. Cost is $12 million.

★ **Calabar-Ikom Road Project.** An AID loan agreement for $8.6 million has been signed. While final engineering studies are underway, it is expected that actual construction will not commence for another 12 to 18 months.

In addition, preparatory work is well along—although construction is unlikely to start in 1964—on: urban water supply systems for Northern Nigerian cities; an expanded water supply system for Lagos;

the author

Mr. Post joined the Foreign Service in 1948 after wartime service with the U.S. Navy and a period as overseas sales representative for a pharmaceutical company. Between assignments in Mexico City, Port-au-Prince, Naples and Pretoria, the University of Pennsylvania graduate was detached for graduate economic studies at the Fletcher School of Law and Diplomacy.

an expansion of Northern Nigeria primary teacher training facilities; the Port Harcourt Comprehensive Secondary School; a road from Port Harcourt to Igrita and Umuezeala; an agricultural center at Umudike in Eastern Nigeria; and a number of other educational structures.

The Electricity Corporation of Nigeria has been negotiating with the World Bank for an expansion of its distribution network. A number of road building projects proposed by the Nigerian Federal Government are also being considered. Similarly, the regional governments are nearing the point where they can go ahead with long delayed projects in agriculture, education, and transportation.

Finally, a recent study shows that 24 major manufacturing plants are currently under construction, and approximately 15 others are being planned and likely to go ahead. Not all of these will be operative in 1964 but a number will be producing needed products and providing employment and increased incomes during the next year.

Private industry should be helped further by Nigeria's Industrial Development Bank which probably will get started in 1964.

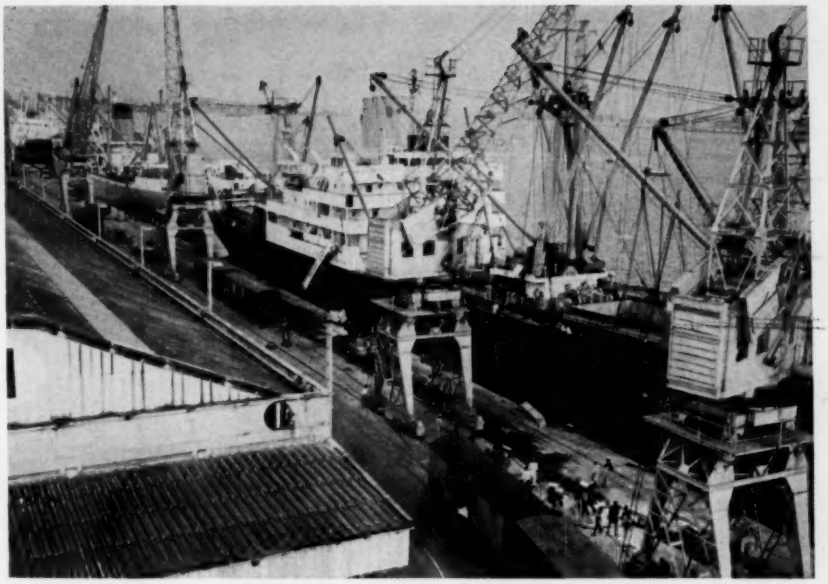
Of course, it is difficult to say just how far these various positive factors will push the economy in 1964. A number of the problems that impeded progress during the past 2 years will still act as a drag on rapid growth. Chief among these are a high unemployment rate (an estimated 600,000 persons unemployed out of an employable pool of 1,400,000) which keeps effective demand low, and a sagging level of foreign exchange reserves (now at approximately $280 million, down from $504 million in 1960) which precludes the quick adoption of monetary or fiscal policies designed to stimulate the economy.

On balance, however, things look better and while no one anticipates a boom, the new year might possibly be the best since 1961.

U.S. exports

A review of the recent past reveals a strengthening U.S. export position. Between 1956 and 1962, U.S. exports to Nigeria nearly tripled, rising from $15.1 million to $41.9 million. Exports in 1962 were 26% greater in value than 1961, even though total Nigerian imports declined in the latter year.

The upward trend continued in 1963. Out of total imports of $268 million for January-June 1963, the U.S. share was $22.7 million or 8.5% of the total. In 1962, out of total imports of $261.8 million for the same period, the U.S. share was $21.5 million or 8.3%.



LAGOS DOCKSIDE: Ships from around the world line the dockside at Lagos, discharging and taking on cargo. U.S. exports to Nigeria nearly tripled during the period between 1956-62. (World Bank Photo)

There are good reasons to believe that the U.S. will make still further gains during 1964. Nigeria's imports of manufactured goods, fuels, chemicals, machinery and transport equipment are increasing—up $10.1 million in the first 6 months of 1963 over the same period in 1962—and these are the product areas in which the U.S. is strongest competitively. For example, in 1962 the U.S. was Nigeria's leading supplier of special petroleum products, ethyl alcohol, tractors (tracked) and parts, angledozers, bulldozers and parts, boring machinery and parts, and air conditioning and refrigerating equipment and parts.

It was also a major supplier of insecticides and fungicides, motorspirit, kerosene, diesel oil, gas oil, lubricating oils and greases, graders, levelers and scrapers, and many other types of machinery. More American Businessmen are now visiting Nigeria and addressing business inquires to the Embassy at Lagos than ever before. More business firms are setting up offices in Nigeria; at the latest count, 95 U.S. firms were represented in Nigeria through branches, affiliates or subsidiaries, and more are coming in. This is up from approximately 80 at the beginning of 1963.

However, the greatest impetus to U.S. export sales in 1964 will come from the quickening 6-year development program. Many of the projects now nearing the implementation stage have a heavy construction component and will require heavy-duty trucks and tires, earthmoving machines, air conditioning and refrigeration equipment, and fuels and lubricants. American firms should be called upon to supply many of these items.

Where U.S. Government financing is provided, procurement equal to the U.S. foreign exchange commitment will take place in the U.S. However, U.S. financing is normally requested only when it is believed that U.S. supplies and equipment will be available at competitive prices or at more favorable terms.

It appears likely that some purchases from the U.S may be made in 1964 for dieselization of the Nigerian Railways, for the Niger Dam project, for the Ibadan water supply project, and possibly for the telecommunications project.

In addition, some procurement in the U.S. for most of the agricultural and educational projects already being financed by AID will continue in 1964.

In projecting U.S. export possibilities in Nigeria, it must be borne in mind that the Nigerian market is highly competitive. Britain, the EEC countries, Japan, Canada, Australia and a large number of smaller suppliers including the Iron Curtain countries are implementing aggressive and effective export sales programs. Many of these suppliers have advantages over the U.S. such as cheaper freight rates, earlier entry into the market, and ownership of distribution companies, department stores and sales agencies.

'E' AWARD PRESENTED! Secretary of Commerce Hodges and IBM officials Arthur K. Watson and Gilbert E. Jones are shown after recent ceremony.

'Overseas markets barely tapped' board chairman of industry giant declares at export 'E' ceremony

Arthur K. Watson of IBM's World Trade Corp. confident firm's multimillion dollar export sales are only a start; Bendix, Western Airlines among new 'E' winners

A new "E" winning firm, International Business Machines, is optimistic about its prospects for a heftier 1964 world sales volume.

Board chairman Arthur K. Watson of the IBM World Trade Corporation emphasized the trend in U.S. exports by citing the situation in world demand for nylon hose. "Years ago, we exported nylon stockings. Today, we export the machinery to make the hose."

Mr. Watson is also optimistic about the U.S. position in world trade and the applications in this trade for American technological superiority.

The "E" award ceremony for IBM was held January 22 in the office of Luther H. Hodges, Secretary of Commerce. In presenting the export award to the New York business machine giant, Mr. Hodges cited the firm as utilizing outstanding research and product development, matched with aggressive selling and service to customers, to establish its equipment in many world markets.

The President's export award for International Business Machines was presented by Mr. Hodges to Arthur K. Watson and Gilbert E. Jones, president of IBM World Trade Corporation, before an audience composed of IBM and Commerce Department officials.

Ceremonies span continent

Other ceremonies for new "E" winners scattered across the U.S. from Baltimore to Los Angeles brought recognition to 9 other U.S. organizations that have boosted exports of automotive products, cotton-ginning machinery or aircraft communications equipment.

Two Texas firms, Collins Radio Company and The Murray Company, were cited on January 23d in Dallas at a debriefing conference of the Austrian and Switzerland trade missions.

Puritan Export Incorporated of Baltimore was honored at a luncheon meeting in that city on January 24th. On the same day, a Missouri firm, Hunter Engineering Company, was in the "E" award spotlight.

Alloy Automotive Company was cited at a Chicago reception on January 26th during the trade show and convention of the Automotive Accessory Manufacturers of America. The following day, Resistoflex Corporation joined more than 400 "E" award winners during a joint meeting of the Newark (N.J.) Foreign Trade Club and the Sales Executive Club.

Two ceremonies on January 27th brought recognition to Western Airlines and Sunnen Products Company. The airline's president, Terrell C. Drinkwater, received his firm's "E" award from Clarence D. Martin, Jr., Under Secretary of Commerce for Transportation. President Joseph Sunnen of the Missouri manufacturing firm participated in the "E" award ceremony for his firm before a meeting

of the Traffic Club of St. Louis, Missouri.

The export arm of Bendix Corporation received its export "E" on January 28th in New York City.

The 10 new export "E" winners have pushed overseas sales of their products in a variety of ways. Capsule descriptions of some of their successful export formulas follow.

● Alloy Automotive Company of Chicago, Ill., manufactures automotive repair parts, universal joints, oil and grease seals and gasoline filters. It has been able to boost its exports in competitive world markets by adapting new manufacturing methods to erase any price differences and by emphasizing the benefits of "Made in U.S.A." designing and product uniformity.

A new "see through" polyethylene inner package was developed to protect products from rust and corrosion.

Arrangements were made with worldwide distributing organizations to market products under private brand labels. Each firm was supplied with the necessary catalogs, price information, attractively printed boxes and other sales helps.

Exports have more than doubled in 4 years' time.

● Bendix International Operations of New York City handles overseas sales of Bendix Corporation. The parent firm manufactures a wide range of products used in such fields as aviation, automotive transportation and meteorology.

Exhibits at international trade fairs were followed by publication of multilingual sales and technical literature. Then, an overseas corps of more than 50 sales and service engineers was developed and worldwide training of customer personnel begun.

One major export success technique has been the introduction of 2 models of high-speed data-processing procedures to speed quotations and preparation of new orders in 4 to 7 days.

● Collins Radio Company of Dallas, Texas, manufactures communication equipment and systems. Overseas sales of its International Division, organized in 1957, are more than double those of 5 years ago.

Collins' business in the international market includes apparatus sales, systems sales and the licensing or manufacturing agreements which permit others to build Collins-designed equipment. An extensive advertising program has been conducted in many British, European and Latin American publications.

Today, the firm has sales subsidiaries in London, Paris, Rome, Melbourne, Frankfurt and Mexico City—in addition to regional sales offices in Geneva, Beirut, Tokyo, Singapore, Rio de Janeiro and Lima.

Turnkey operation

In countries where technical capabilities are limited, Collins furnishes not only the communications apparatus but installs the apparatus, constructs buildings, roads and other necessary elements of a complete turnkey communications operation.

● Hunter Engineering Company is a St. Louis, Mo., manufacturer of wheel-balancing and wheel-aligning equipment. The firm markets about 12% of its production in Europe, Latin America and the Far East.

Overseas marketing is handled by a combination export manager who prepared a market-needs-study that resulted in the redesigning of Hunter equipment so that it would service all types of foreign-made cars. A sales system was developed which eliminated the need for overseas sales representatives. As a result, the company passed the cost of such services to their distributors and was able to price its products much closer to the prices offered by European manufacturers.

The firm also introduced a program of trade fair participation on a 50-50 basis. This program has proved very successful.

● International Business Machines Corporation of New York City manufactures business machines and supplies. Its wholly owned subsidiary, IBM World Trade Corporation, conducts all foreign business. For a background story on the globe-circling activities of the World Trade Corporation and its educational network for staff members and customers, see pages 2-4 of INTERNATIONAL COMMERCE for Nov. 18, 1963.

● The Murray Company of Texas, Inc., is a Dallas firm which makes, sells, installs and services cotton ginning machinery in more than 40 cotton-producing countries and colonial areas of the world.

Export sales average about 30% of Murray's factory production and enable the firm to maintain year-round employment for about 500 workers in a highly seasonal business.

A group of linguists in the export office use practically all of the modern commercial languages to communicate with customers. The 2 basic languages for many cotton-producing countries, English and Spanish, are regularly used in new bulletins and service manuals.

Trade assets

Servicemen, master mechanics and experts in cotton-ginning machinery travel constantly from country to country to assist customers. These servicemen are usually multi-lingual and may remain a few days or a few months in a particular area as need be. The company claims that its servicemen are one of their best assets in foreign trade.

As a result of the company's multifaceted efforts, export dollar volume has doubled in little more than 2 years.

● Puritan Export, Inc., of Baltimore, Md., is a subsidiary of Puritan Compressed Gas Corp. of Kansas City, Mo. It serves as the international trade division of the parent company which produces medical gases for anesthesia, resuscitation and therapy as well as equipment for their administration.

Prior to 1959, the parent firm had been exporting on a "catch as catch can" basis with no increase in annual volume between the years 1946 to 1958.

Export push begins

Then, the services of an overseas manufacturer's representative were obtained and a department established to concentrate on export sales. Overseas sales have doubled, as a consequence.

Exports are now made to all areas of the world. To achieve this growth, the firm utilized services of the Department of Commerce to obtain potential distributors. Equipment is displayed at medical congresses and at trade center exhibits.

Advertising literature is provided in foreign languages and reprints of medical articles appearing in professional journals prepared.

● Resistoflex Corporation of Roseland, N.J., manufactures aircraft and industrial hoses and hose assemblies, together with lined pipe, fittings and other products. Some years ago, it introduced the first, nonmetallic, flexible hose fabricated with a synthetic resin liner.

Later, duPont's Teflon was adapted into the first Teflon hose structure and other products. Many special application products were developed for the airframe manufacturer, aircraft power plants and the missile and chemical-processing industries.

Sells new products abroad

Overseas interest in these new products developed. To handle sales, a sales engineering organization thoroughly versed and trained in Resistoflex products was set up. Also, to receive the widest acceptance, hose assemblies and pipe were adapted to meet British stand-

ards in England and metric-system standards in Europe.

The firm first set up its own direct sales office in Switzerland with personnel experienced in the European aircraft and industrial markets who had been trained at the home office. At the same time, negotiations were carried out with a British firm to handle sales of Resistoflex products and fabricate some items as needed.

Within a relatively short time, Resistoflex aircraft products were successfully introduced, tested, approved and sold to British and French aircraft manufacturing companies. This marketing procedure was then extended to Continental Europe to cover sales, by license and sublicense, in Germany, Italy, Switzerland, Austria and elsewhere.

Overseas sales grew from a virtually negligible figure in 1958 to almost $1 million four years later.

● Sunnen Products Company of St. Louis, Mo., manufactures machine tools and automotive reconditioning equipment. It exports products to many world areas but its European trade has expanded to account for about 60% of its total export volume.

Over the past 20 years, the firm has been concentrating on establishing good foreign distribution outlets.

In spite of intense competition and product duplication, the firm has made great strides in Europe. It has concentrated on service coupled with frequent overseas trips by staff members and by employing and training European engineers to visit and sell distributors.

In Germany, a country with many manufacturers of honing equipment, Sunnen enjoys a greater business volume than does any local manufacturer.

● Western Airlines, Inc., is a Los Angeles-based airline which provides service between western states, Canada and Mexico. In 1960, it began a campaign to develop Mexican tourist traffic to the U.S.

Travel program boosted

The airline persuaded city governments, civic organizations, hotels and other groups to help promote tourism from Mexico and develop services for the visiting tourists. It also increased its budget for advertising and sales promotion in Mexico by more than 300%; influenced 2 major Mexican daily newspapers to start travel sections and opened travel information offices in Mexico.

The company also has obtained representation throughout Mexico through several hundred travel agencies. By 1962, group travel to the U.S. had shown a 50% increase over 1961.

The First Lord is a 'landlubber'

By Neil C. Hurley, Jr.

Chairman, National Export Expansion Council

LONDON—The London boat show, a major British trade event, was opened last month by Lord Jellicoe, First Lord of the British Admiralty, who surprised visitors at ribbon cutting ceremonies by declaring he gets frightfully seasick. "I am very much a fish out of water," declared the head of Britain's naval forces. "Amongst all these ancient and not so ancient mariners, I am essentially a landlubber. My worst confession of all is this happens to be the first boat show I have ever attended."

After this hurdle was overcome, 400,000 Britons still paid 60 cents to view 563 boats, manufactured by over 200 concerns from 21 countries, some of the craft even riding upon water in an indoor artificial marina. More ships than the merchant marine of many countries moved into Earl's Court Exhibition Hall to splash in the upward wavelets of British interest in things nautical.

Just 7 came from the United States and but 2 had an American representative on hand.

Geoff Tobart sells Owens, a company with main headquarters in Baltimore, functioning as the marine division of Brunswick Corp., Ltd. Opening day he was sitting outside a version of a shipwrecked survivor's shack, an odd promotion for a pleasure boat builder, writing an order with a Jordan agent. The Owens Dutch distributor had just left after placing instructions for a spring shipment.

"They came for the show," he said, "and expect to buy while here."

Tobart, a Canadian, followed his father into the boat business and is now a long-time resident of Britain. He is sporty and jaunty, wearing a two-tone blue suit and comfortable slippers instead of shoes. Cigars poke from a breast pocket, and when he speaks, he talks low and confidential even when giving the day's time.

The Owens booth was heaped with stones, starfish, sea shells, floats and nets, flanked by two scrawny palm trees that looked like survivors of hurricane Flora. Someone had covered the floor with deep sand and the effect, artistic in a photograph, was appealing to penguins, pipers and human beings who enjoy padding fully clothed on beaches.

"U.S. companies are as scarce as customers at Cubs Park," he said. "Yet every boat here is a copy of something originated in America.

"This market cannot be reached by staying home. Too many export managers have glorified letterheads, but never travel. You must be on the scene, adapt your product and its selling to local conditions and give instant service.

"In the United States you think too big and too quickly. You should learn to grow with a market."

Tobart proves performance of boats by racing them. In 1962, he ran first in outboards major sea race, a round trip from Putney, in the heart of London, to Calais, France. Tobart skimmed the channel and back in 9½ hours against 23 manufacturers. Last year Brunswick's marine division swept the first four places.

In the Cresta Marine, a 70-mile run on the south coast of England, which included inboard motors as well, Owens took the team prize, but finished second. "The toughest one of all," Tobart said, "is a 100-mile open dash at Cornwall, a very rugged part of England indeed. We do well.

"America has set a sharp pace in water development. You have pioneered fibre glass, which now is all we use. The exhibition has developed from 91 wooden boats 10 years ago to its present high where space is now a major problem.

"Nobody rules the waves anymore," said Tobart. "The military go over water and under it. Sport boats—for speed, for fishing, for contentment—are the new rulers of the surf. On waves, there is no surfdom."

U.S. plans commercial exhibits at 13 large international fairs in drive to sell more overseas

Bureau of International Commerce to step up participation; sales from eight shows in 1963 estimated at $27 million

The Department of Commerce will step up its export expansion program this year by staging export promotion exhibits at 12 of the world's leading international trade fairs.

The Department, through its Bureau of International Commerce, will also participate in a U.S. industry-sponsored international trade fair.

Purpose of these exhibits is to assist U.S. manufacturers in selling their products overseas. Last year, the Bureau of International Commerce staged export promotion exhibits at eight international trade fairs. Approximately 260 U.S. companies participated and reported estimated sales of $27 million.

In addition to the sales, U.S. firms lined up new agents and established import trade contacts for new markets.

The trade fairs are as follows:

March 9-17—Royal Netherlands Fair, **Utrecht, The Netherlands** (U.S. exhibit will feature fluid power hydraulics, associated equipment, and welding equipment).

April 9-29—Osaka International Trade Fair, **Osaka, Japan** (commercial, industrial and household cooling and refrigeration equipment).

May 16-June 1—Paris International Trade Fair, **Paris, France** (power-driven and manual hand tools, electric and pneumatic, including garden tools, do-it-yourself tools, and allied hardware).

May 26-29—"Interstoff," **Frankfurt, West Germany.** Joint venture of the American Textile Manufacturers Institute and Bureau of International Commerce (clothing, textiles).

June 1-15—International Samples Fair, **Barcelona, Spain** (food processing, packaging and preserving equipment).

June 5-14—Swiss Import Fair, **Zurich, Switzerland** (measuring, indicating, recording and control systems and instrumentation; electric, electronic, pneumatic and hydraulic types).

June 16-July 7—Tel Aviv International Trade Fair, **Tel Aviv, Israel** (electronic instruments and components, testing equipment, computers, scientific and laboratory research equipment and communications apparatus).

Sept. 10-23—International Levant Fair, **Bari, Italy** (laundry, dry cleaning and coin-operated machines).

Sept. 13-20—International Fall Fair, **Vienna, Austria** (food handling and merchandising equipment).

Sept. 17-27—Helsinki International Trade Fair, **Helsinki, Finland** (automotive service equipment).

Sept. 19-Oct. 4—German Industries, Fair, **West Berlin, Germany** (pre-fab housing; building machines and construction materials).

Oct. 2-9—Stockholm Technical Fair, **Stockholm, Sweden** (electronic components, instruments).

Oct. 25-29—International Sales and Fashion Week, **Dusseldorf, West Germany** (ladies', teenage and sub-teen outerwear, sportswear, lingerie, foundation garments, children's, infants' apparel).

Manufacturers interested in participating in any of these export promotion exhibits should write to the Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D.C. 20230.

Display of shop equipment to take place in Ireland

The Retail Grocery, Dairy and Allied Trades' Association (RGDATA) of Dublin will hold a Shop Equipment Exhibition April 28-30 in the Dublin Intercontinental Hotel, Ballsbridge.

The Exhibition is expected to include shop equipment, construction materials, and modern store requisites. More information is available from the Association at 24 Earlsfort Terrace, Dublin.

Salesmen at Milan Trade Center on 1st day optimistic

Italian buyers indicate real interest in automotive equipment

MILAN: Orders for $8,700 worth of equipment were placed within an hour of the opening of the new U.S. Trade Center Tuesday, January 28th, here. When Under Secretary of Commerce Franklin D. Roosevelt, Jr., cut the ribbon, some 100 prospective buyers and government officials were waiting to inspect the Automotive Service and Maintenance Equipment being featured.

Trade Center Director Martin Stahl predicted only moderate sales the first few days of the 10-day show, but U.S. company representatives were optimistic. The representative of one firm reported a potential sale for 500 steam cleaners for $150,000 and another U.S. salesman expected to close a sale of a coin-operated automobile washer as the result of an opening day interview.

Lberto Urengie Pazzoli, representing Innocenti Co., one of Italy's largest automobile manufacturers and users of equipment on exhibit at the Center said: "I consider this show very interesting because of the need to improve the maintenance service of automobiles in Italy. This need is felt very deeply by all auto manufacturers here. This show, by making a wide selection of specific equipment available to automotive operators meets one of the problems which is most difficult to solve, namely, the difficulty of obtaining specialized labor. By presenting new equipment, or equipment not well known here, this show will offer all dealers effective help in providing tuneup and maintenance of vehicles."

Following the opening ceremony, Secretary Roosevelt spoke to a banquet of 350 Italian businessmen in Milan, on trade with the U.S. Press, radio and TV coverage at the Center and at the banquet included both Italian, French and British representatives.

On March first U.S. Air Conditioning and Refrigeration equipment will be featured at the Center. An Agricultural show will be presented April 12 to 27th, followed by a U.S. Photo Equipment show May 12 to 22nd.

U.S. exhibit at show in Zurich to feature electronic products; Switzerland called prime market

Swiss said interested in purchasing high quality instruments; duties on most exhibit products low; import restrictions few

Electronic products will be featured at a U.S. export promotion exhibit June 5-14 at the 1964 Swiss Import Fair in Zurich.

The Bureau of International Commerce (BIC) will stage the exhibit, one of more than 20 scheduled this year to promote the sale of "Made-in-U.S.A." products.

Marketing studies indicate that Switzerland offers a ready-made market for U.S. manufacturers of high quality electronic control, measuring, recording and related instruments.

Eugene M. Braderman, BIC Director, said recently the bi-annual Swiss Import Fair presents U.S. manufacturers of electronic equipment with "an excellent opportunity to expand the sales of high quality products in a receptive market."

Prime market

He noted that a booming economy, a labor shortage, and a liberal acceptance of foreign products make Switzerland a prime market for many U.S.-made goods.

Products to be displayed at the U.S. exhibit will consist of measuring, indicating, recording and control systems and instrumentation equipment. Electric, electronic, pneumatic and hydraulic types of equipment will be shown.

The United States supplies the largest share of the Swiss market for electronic test equipment, followed by West Germany and the United Kingdom.

While Switzerland satisfies her domestic needs for the less sophisticated types of industrial measuring and control instruments, she buys the more technologically advanced types from these three countries.

In 1962, Switzerland imported $4,096,377 worth of electronic control, measuring, recording and related instruments from the U.S., an increase of 48% over the 1961 imports.

Braderman said marketing surveys indicate Swiss demand for U.S.-made products falls into two main groups: mass-produced instruments and apparatus competing favorably in price with those of European manufacture, and instruments of or for specialized fields in which American scientific research and development is more advanced than that of Europe.

Further information about international trade fairs is available, unless otherwise indicated, from the Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D.C., 20230.

Import duties low

Swiss duties on the majority of products to be shown at the U.S. exhibit during the Swiss Import Fair are low, ranging from 1 to 7% on an ad valorem basis. Duties are calculated on a specific basis assessed on gross weight.

The Swiss have few import restrictions on U.S. products. In most cases, bills of lading are the only documents the U.S. exporter needs.

The Fair is held every other year in Zurich and specializes in production and capital equipment and technical accessories.

The Bureau of International Commerce launched its commercial trade fairs exhibit program last year by staging export promotion displays at eight international trade fairs. Over 260 U.S. manufacturers exhibited at these events and reported estimated sales of $27 million.

U.S. manufacturers interested in participating in the Zurich show are urged to write to the Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, or to the nearest Department of Commerce Field Office.

Consumer products to be emphasized at Luxembourg fair

Busines Information Center to assist U.S. manufacturers

Exporters of foodstuffs, packaging containers, food preparation machines and supermarket hardware will have a good chance to increase their sales this spring at the 16th Luxembourg International Fair.

Excellent prospects are also said to exist for creating new dealerships and representatives at the May 28-June 7 show. A large number of dealers and retailers from Luxembourg and surrounding areas attend the Fair each year.

A total of 1,800 exhibitors and 220,000 visitors was reported at the 1963 show.

The U.S. Consulate General in Luxembourg will operate a Business Information Center (BIC) and the Department of Agriculture will sponsor a Food Fair at the event.

U.S. businessmen who export in the above categories will be able to use the free services of the BIC.

Those who want to use these services have been invited to submit Business Proposals. The Proposals should answer the following questions and should be submitted by March 1, with two copies to the Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D.C. 20230.

1. What product do you wish to sell or offer?

2. Do you with to appoint an agent or distributor? Describe the arrangement you desire and indicate whether you will grant exclusive representation.

3. Are you interested in a joint venture? If so, describe your proposition briefly, giving details of products or services to be provided.

4. Are you interested in licensing a qualified firm to manufacture your product abroad? Provide a description of the agreement you desire.

5. What type of firm is best qualified to transact your business?

Each Business Proposal must be accompanied by 25 pieces of material, brochures, catalogs, and other descriptive material so an effective sales presentation can be made.

Spain: new plan and hopes

Worldwide business confidence should help maintain economic momentum

By JOHN J. EDDY
European Division, BIC

Continuing a methodical drive for sustained economic growth, Spain launched its new Economic and Social Development Plan on January 1.

To span the years 1964-1967, the Plan calls for public and private investments of $15 billion in a broad program which should represent marked opportunity for American exporters. While all details of the Plan are not known, preliminary assessments indicate soundness in structure and a progressive outlook.

Current worldwide business optimism in Spain's future is attributed to buoyant consumer demand, a house-building boom, peak tourist receipts, a relatively high savings factor, and a steady inflow of foreign capital ($167 million in 1962). Convertible international reserves stand at over $1 billion.

Gross national product experienced a growth rate of 6.1% at constant prices in 1962, roughly equalling that of the previous year. 1963 GNP is estimated to have exceeded $14 billion. Finally, the country's basically good transportation, an established distribution system, an active entrepreneurial class, trained industrial manpower, and a variety of natural resources, represents a solid take-off point.

Basic objective

Basic objective of the *Plan de Desarrollo Economico y Social para el Periodo 1964-67* is a continued 6% annual rise in gross national product at constant prices. To achieve this, the Government will double its spending rate of the past 4 years and try to induce a significantly increased amount of private investment.

About 24.6% of the $5.6 billion to be earmarked for public investments will be spent on transportation, particularly the highway network. Agriculture and irrigation will combine to account for 20.3%; housing and urbanization, 19.5%; financing of Government enterprises, 17.1%; and education and vocational training for 6.8%.

The remaining 11.7% will be expended in diverse fields such as social assistance, scientific and technical investigation, information services, and tourism. Some specific targets of the Development Plan are shown in the table.

Highway improvement is necessary not only for the transport of farm produce, raw materials, and finished products, but also for tourist travel, which has become an important item in the economy.

The need for agricultural rationalization is apparent. Although 40% of the population is occupied in this sector, agriculture accounts for less than 25% of gross national product. Extension of irrigated land by 120,000 acres would augment commodity exports and increase national self-sufficiency in food.

New vocational schools are imperative if the Plan is to have the added skilled manpower to be operable in later phases.

Financing crucial

The most challenging aspect of the public program is undoubtedly financing. Essential foreign funds seem to be initially forthcoming. France, for example, recently extended $153 million in credits for industrial development. Foreign credits from other countries and more World Bank loans are a possibility. Over the past several years the U.S. Export-Import Bank's activities related to Spain have resulted in over $200 million in loans and guaranties presently committed. Spanish bond issues may be floated abroad to pay for specific development projects such as the Barcelona subway extension.

Private impact

The Plan's impact on the private sector is described as "indicative." That is, built on the concept of free play by market forces as the direct factor in private decisions, but these private decisions will also have the benefit of the known intentions and desires of the Government.

It is not clear whether or not new legislative instrumentation will be devised to attract foreign capital. Recent changes in Spanish investment laws allow full repatriation of capital and profit; prior authorization is no longer needed for direct investments in all but a limited number of sensitive fields.

Market Profile—Spain

Area: 196,607 square miles, including the Balearic and Canary Islands (¼ larger than California).
Population: 31 million.
Per Capita Income: $360 in 1962.
Minimum Wage: $1 a day for unskilled workers over 18 years of age.
Gross National Product: $12.9 billion, 1962 (preliminary data).
Growth Rate: 6.1 percent, 1962 (constant prices).
Currency: Peseta (60 pesetas = U.S.$1).
Convertible Currency Reserves: Above $1 billion equivalent.
Per Capita Consumption of Electricity: 706 kw. hours, 1962.
Number of Electrified Private Homes: 5,849,226 in 1961.
Private Automobiles: About 500,000.
TV Sets: Probably over 650,000 end of 1963.
Exports: $734.2 million, 1962. Principal exports to U.S.: olives and olive oil, wine, leather. Value of exports to U.S.: $90.4 million, 1962.
Imports: $1,569.1 million, 1962. Principal imports from U.S.: grains, vegetable oils, machinery. Value of imports from U.S.: $233.1 million, 1962.
U.S. Share of Spanish Market (Imports): About 17%, 1962.

Spain—Projection of Imports Under Development Plan
(CIF Values, Millions of Dollars)

Commodities	Years Covered by Development Plan				
	1963[1]	1964	1965	1966	1967
A. Foodstuffs, beverages, tobacco					
1. For direct consumption	174	183	193	204	215
2. For manufacture	267	286	306	327	350
B. Petroleum					
1. Crude	175	206	225	256	288
2. Processed	26	27	29	31	33
C. Raw materials, industrial semi-manufactures					
1. Raw materials for food industry	20	22	23	25	27
2. Industrial raw materials	442	480	520	565	613
3. Semi-manufactures for industry	120	131	142	154	167
D. Raw materials for agriculture	36	31	25	20	16
E. Investment imports					
1. Semi-manufactures for investment	81	89	97	107	118
2. Capital equipment	603	663	729	802	882
F. Manufactures for consumption	96	106	117	128	141
Total imports[2]	2,040	2,223	2,407	2,620	2,850

[1] Spanish estimates.

[2] Totals may not correspond exactly to figures shown because of rounding.

Source: **Spanish Economic and Social Development Plan,** Presidency of the Government, Madrid, 1963.

Selected Targets, Spanish Economic Development Plan, 1964-67

(Combined 4 year targets, except where noted)

Transportation—123 miles of new roads, 6,250 miles of highway improvement; 73 new diesel engines for passenger trains, 75 for freight trains, 6,000 new coaches; 11 miles of new quays for ports, 470 new cranes; 8 DC-8's, 12 Caravelles, 10 short-range jets, 10 other aircraft; extension of Madrid and Barcelona subways by 10 and 11 miles respectively.

Agriculture—100,000 additional tractors, 5,000 combines, 3,200 threshers, 112,000 plows; extension of irrigated land by 120,000 acres, poultry increase of 30%; cattle 9%, hogs 11%, sheep 28%.

Housing—720,000 new flats, the majority state subsidized.

Health—Accommodations for 2,200 more hospital beds.

Education—Over 16,000 new primary school classrooms; 4 new engineering schools. Increase in secondary school enrollment by 79,000.

Communications—Change from manual to automatic telephone service in 98 towns; 1.3 million new telephones; replacement of 21,250 miles of iron line with copper; 2,060 more miles of aerial—2,750 more miles of underground telephone lines; 3,000 more teletypes.

Industry—Steel, 1967 production of 4.5 million metric tons, compared with 2.3 million in 1962; coal, 1967 production of 22.3 million metric tons, compared with 15 million in 1962; cement, 1967 production of 14 million metric tons, compared with 6.8 million in 1962; automobiles, 1967 production of 200,000 units, compared with 63,300 in 1962; electricity, 1967 production of 39.4 billion kw. hours compared with 22.9 billion hours in 1962.

About 40% of foreign capital invested in Spain over the past 2 years has been American; total direct U.S. investment is estimated at $90 million. Sears Roebuck has announced that it will open stores in Spain. U.S. Steel may purchase stock in Altos Hornos, Spain's largest private iron and steel producer. Chrysler is expected to begin assembling the Dodge Dart in Madrid.

Some observers feel that Spanish hopes for $9.4 billion in private investments during the 4 years are over-optimistic. Moreover, not all analysts are confident that the Plan deals adequately with certain specific problems—such as how Spanish exports are to be boosted. The consensus, however, is that Spain's official program for the next 4 years is fundamentally sound and will help the country along the road toward economic rationality.

How will the Development Plan affect U.S. exports?

Those industries in which heaviest investments are contemplated should offer opportunities for American sales of capital equipment. Even prior to inauguration of the Plan, Spanish purchases of machinery and producers' durables rose steeply. In 1962, for example, U.S. suppliers doubled their shipments of capital commodities to Spain. In the first 7 months of 1963 Spanish imports of machinery from all sources increased 76% over the same period in 1962 to a total of $250 million. Requirements are likely to remain high during the expansionist program ahead.

Spanish mining and metallurgical equipment and machinery is old and not highly productive. The extraordinary increase in demand for cement, resulting from the building boom, has far exceeded domestic production; but only 41% of present equipment is usable for modern production techniques.

Expected investment

The Plan foresees total investments of $551 million over the 4 years in Spanish chemicals, fertilizers, and paper. Construction of 3 nuclear power plants is expected to begin in 1965, and somewhat later, construction of 2 uranium treating establishments. Reorganization of the Spanish engineering industry appears to be essential.

The Plan calls for investments of $384 million and a 15.6% annual rate of production increase for this industry during the 1964-67 period. The furniture industry expects to double 1961 output by 1967, mainly to meet a substantial increase in domestic consumption. Anticipated production of ready made clothing will more than double.

U.S. suppliers should take special note of the Plan's projection for expansion in Spanish food industries, particularly in view of the emphasis which the U.S. pavilion will place on food processing, packaging, and preservation machinery at the Barcelona Samples Fair, June 1-15, 1964. (The Department of Commerce urges participation in this Fair. For additional information, see INTERNATIONAL COMMERCE, January 6, 1964, or write to the Office of International Trade Promotion, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230)

Tool industry lags

Though the theoretical capacity of food processing equipment in use exceeds production levels, tooling is quite old, and the food industry is fragmented with little rationalization. Large investments are anticipated.

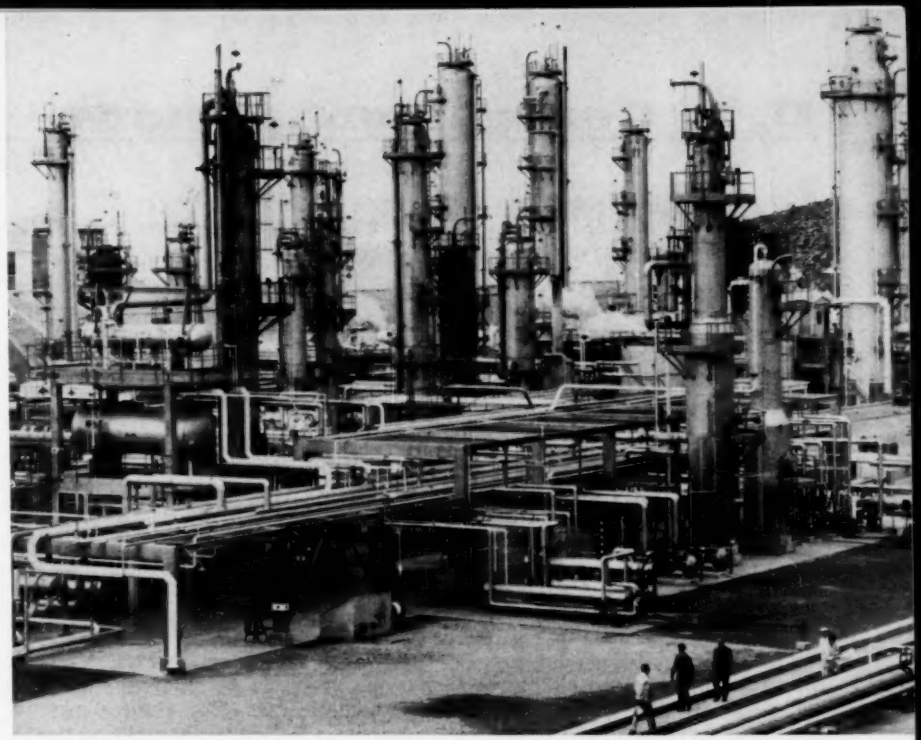
Consumption of canned vegetable products is expected to increase from 127,000 tons in 1961 to 266,000 tons by 1967, and Spanish exports of these canned goods should rise to 236,000 tons by 1967. A 61% expansion in the production of canned fish products is anticipated between 1962 and 1967.

According to the Plan, annual per capita consumption of industrialized meat products will double to 35 pounds in the next 10 years; domestic consumption of dietetic products is to increase by 35% from 1964 to 1967.

The Plan estimates the growth in total volume of polyvalent refrigerators at 100,000 cubic meters annually. A yearly expansion of 3,000 refrigerated counters is foreseen.

Further details on specific aspects of Spain's Development Plan can be obtained from the European Division, Office of International Regional Economics, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230.

A revised edition of the U.S. Department of Commerce publication, "Establishing a Business in Spain," an Overseas Business Report, is now on sale for 15 cents a copy at Department of Commerce Field Offices and at the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402. A revised edition of "Basic Data on the Economy of Spain" will be available soon at the same price.



SPANISH REFINERY: Part of the Escombreras Oil Refinery located at Cartagena. Spain's new economic development plan relies heavily on foreign and local private investment to attain its industrial goals.

What are the prospects for increased imports of consumer goods under the Development Plan?

A higher standard of living would probably result in increased food imports, unless Spanish agricultural production rises at a faster rate than in the past. There is a potential growth for imports of manufactured consumer goods, which accounted for only 3.5% of total Spanish foreign purchases in 1962.

Nonetheless, a realistic assessment of the Spanish market must recognize the fact of low per capita income ($360 in 1962). Wages will undoubtedly rise, but Government officials point out that wage hikes must be tied to increased productivity. If Spain is forced to compete with the more advanced European countries, they say, it must do so using a low-cost labor force.

Applies to EEC

In early 1962 Spain filed an application, still pending, for associate membership in the European Common Market. Association would probably eventually lower Spanish tariffs and stimulate faster rationalization. In August 1963, Spain acceded to the GATT (General Agreement on Tariffs and Trade), thus committing itself more than ever to the principle of multilateral, nondiscriminatory world trade. About 80% of the items listed in the Spanish customs tariff are free from specific license control.

Total Spanish imports rose by over 30% in 1963 to an estimated $2,040 million, following rises of 40% and 50% in 1962 and 1961 respectively. In the first half of 1963, U.S. exports to Spain totaled $162.9 million, a growth of 38% over the $117 million during the first half of 1962. Anticipated increases in Spanish imports for broad product categories under the Development Plan are shown in the table.

U.S. imports and exports of steel fell in November

U.S. exports and imports of steel declined in November after increases in October, according to the U.S. Department of Commerce.

Exports dropped about 2.4% to 207,000 tons from the 212,000 tons of October. Approximately 50% of the exports continued to be supported by AID funds. Semi-finished steel showed the sharpest decline—33⅓%—going from 39,000 tons to 26,000 tons. There were some drops in plates, concrete reinforcing bars, and "other bars" and tool steels.

Pipe and tubing increased one-third from 24,000 to 32,000 tons. Other increases were registered in structural shapes and piling, and rails and accessories.

November imports at 519,000 tons decreased about 6% from October.

Export-Import Bank authorizes Alliance for Progress credits for Venezuela, Mexico, Chile

Three authorizations total $13.5 million to purchase U.S. equipment, materials for industrial development

Corporations in three Latin American countries have received Export-Import Bank authorizations for Alliance for Progress credits totalling $13.5 million.

All three authorizations will be used to purchase U.S. equipment. Terms of the credits, granted to Venezuela, Mexico and Chile, follow.

Steel equipment needed

The Corporacion Venezolana de Guayana (CVG) of Venezuela has received a $10.5 million Alliance for Progress credit authorized by the Export-Import Bank to purchase U.S. steel mill equipment.

The U.S. equipment will help a major integrated Orinoco steel plant at Matanzas reach planned capacities of 550,000 metric tons of finished products per year and an annual ingot capacity of 750,000 metric tons. The plant is being built and operated by CVG, a Government institution created to develop and industrialize the Guayana territory in southeastern Venezuela.

The new equipment will also permit some diversification of output. The Koppers Company of Pittsburgh was retained in 1961 as technical advisor for the plant's completion and current operation.

The credit is to be repaid over a period of seven years commencing in 1966.

Cement plant modernization

An Alliance for Progress credit of $1.5 million has been given to Cementos Hidalgo, S.C.L., of Hidalgo, Mexico, by the Export-Import Bank. The credit will be used to expand and modernize the company's cement plant.

New equipment will be purchased in the U.S. through the Bank credit, enabling Cementos Hidalgo to increase its production by about 115,000 tons per year, while reducing production costs at the same time.

U.S. supplier of the equipment is F. L. Smidth and Co. of New York. The company will also provide technical supervision of machinery installation and the operational training of Mexican personnel.

Radio navigation aids

Authorization of a $1.5 million Alliance for Progress credit to Chile has been announced by the Export-Import Bank. The credit will purchase U.S. radio navigation equipment.

The Corporacion de Fomento de la Produccion of Santiago, an entity of the Chilean Government, received the credit.

International Wilcox Electric, Inc., of Kansas City, Mo., will supply radio navigation aids to be installed in 26 Chilean airports. The electronic equipment includes navigational radio stations, locators, receivers, and radio beacons, spare parts and testing apparatus, intended to improve Chile's air navigation capability and route control system for in-flight navigation.

In case you're wondering, we were invaded in 1963

Business and pleasure visitors came to the U.S. from overseas in unprecedented numbers during 1963.

A total of 734,993 business and pleasure travelers visited the U.S. during the year, according to figures compiled by the Immigration and Naturalization Service for the Commerce Department's U.S. Travel Service. The number represents an increase of 21.7% over the 603,715 visitors who came in 1962 and 42.4% over the 516,152 overseas visitors in 1961, when the joint Government-industry **Visit USA** program started.

The number of visitors from Mexico, not counted in the 734,993 overseas figure, also showed a marked increase during 1963, with 257,934 crossing the border for business and pleasure. This was an increase of 21.9% over the 211,515 who came in 1962 and 30.5% over the 197,710 Mexicans who made the trip in 1961.

Based on an average expenditure of $375 by each visitor from overseas, the 734,993 travelers who came in 1963 spent a total of more than $275 million in this country, exclusive of $100 million in air fares paid to U.S. carriers for their transportation to and from the U.S. This is an increase of $49 million over 1962 expenditures in the USA.

Philippines to build major steel plant with new U.S. loan

Large volume of orders for U.S. steel-making equipment expected

The Export-Import Bank and Iligan Integrated Steel Mills, Inc., of the Philippines have signed a $62.3 million loan agreement under which Bank funds will help finance the construction of a major steel mill on the island of Mindanao.

The loan is expected to generate a large volume of orders for steel-making equipment to U.S. manufacturers and suppliers through prime and sub-contractors for the project. Past experience with steel mill projects of this size has shown the Bank that as many as 900 U.S. suppliers may receive orders.

The new mill, to be located at Iligan Bay, will be the first integrated steel making facility in the Philippines as well as the largest single industrial enterprise.

Initial calculations as to production capacities for the mill are set at 230,000 annual tons of finished products. Designs for the plant envision an ultimate total production rate of one million tons a year.

Iron ore for the mill will come from domestic sources now available or now under development. Coal and coke requirements will be met initially by importation from the U.S. or Australia, with

eventual domestic supplies being made available through local development.

Construction and operation of the mill will be a joint undertaking between the Government and private investors. A previous $62.3 million loan was granted by the Bank in 1961, with a U.S. firm to be retained to advise on construction and initial operation of the project. Iligan Integrated Steel Mills, Inc., was then formed to be recipient of the loan and to construct and operate the mill.

Total cost of the project is set at $116 million.

U.S. firm sends team on survey to Pakistan

The American Cement Corporation of Los Angeles will send a team of four to Pakistan to determine whether or not to establish a $15 million plant in that country.

According to an agreement with the Agency for International Development, the firm will be reimbursed for one-half the cost of the survey if it decides not to go through with the project. Such survey agreements are part of AID's program to encourage investment by private enterprise in developing countries.

The team will study labor costs, plant layout, transportation facilities, sources and availability of raw materials, markets, prices, and the Pakistan Government's participation in the venture. The plant would be operated in partnership with a Karachi firm.

Procurement advice, help offered to African nations

The National Institute of Governmental Purchasing agrees to make its resources available without cost to new nations in Africa.

NIGP will furnish technical assistance and advice on procurement organization and procedures as well as data on U.S. procurement sources, for both goods and services, and on specifications and standards. An organization of governmental procurement offices, largely at local and state levels, NIGP normally charges for its services through membership fees.

NIGP services are expected to be especially useful in Africa, where traditional trade ties are with Europe and U.S. products relatively unknown.

First houses completed under investment guaranty

The first 100 houses to be built and financed in Latin America by private enterprise under an Alliance for Progress housing investment guaranty were formally dedicated and delivered in Lima, Peru.

Families received the keys to their homes in a ceremony in which Peruvian President Farnando Belauide participated. The homes were built by Apollo Peru, S.A., a joint Peruvian-U.S. corporation, for which the Agency for International Development issued a housing investment guaranty of $1,260,000 last March.

The Apollo project is in the La Victoria section of Lima. It consists of 400 five-room homes, with bath and patio, costing about $4,600 each. All 400 have been sold or committed, and completion of the entire project is scheduled in late April or early May.

Virtually all materials used are made in Peru, and the houses were designed to give maximum value for the money.

The $1,260,000 guaranty represents 90 pjercent of a loan made by the Chase Manhattan Bank of New York to Apollo Peru. The total cost of construction is $1,800,000.

Korea gets support from AID assistance grant

The Agency for International Development has approved a $15 million supporting assistance grant to the Republic of Korea.

The AID dollars will be used to provide balance of payment support required for Korea to maintain essential imports. The Korean won equivalent in counterpart funds will be available for economic development projects and military budget support.

This assistance, in support of Korea's 1964 stabilization program, will allow the country to maintain the momentum of her expanding industrial activity.

Netherlands firms, Canadian businessman denied U.S. export privileges indefinitely

Parties failed to provide adequate information on participation in shipment of U.S. commodities, automobile equipment to Cuba

Two Netherlands business firms and their principal officials, and a Canadian have been denied all U.S. export privileges for an indefinite period for failing to provide adequate information concerning their participation in the shipment of U.S. commodities to Cuba in violation of U.S. export controls.

Named in the Bureau of International Commerce's denial order are Johannes Hendrikus Vos, engaged in an export-import business under the name of Handelsonderneming J. H. Vos, at Dordrecht, the Netherlands; N.V. Metro (Midden Europese Transport Onderneming) a freight forwarding firm of Rotterdam and its managing director, E. Walda; and Pierre Emile Marie Contresty, a businessman who has resided in Montreal, Canada, and Paris, France.

The Bureau has evidence which shows that these parties conspired to obtain substantial quantities of U.S. automobile equipment for shipment to Cuba via circuitous routes, and did actually transship over $60,000 worth of diesel engines to Cuba in 1962. None of the parties involved have replied to the Bureau's written questionnaires asking for pertinent details concerning the purchases and disposition of U.S. commodities.

The Bureau said its denial order was issued under the Export Control Act to prevent Vos, Contresty, Metro and their associates from obtaining any U.S. goods and will remain in force indefinitely until they furnish the information requested. The new order supersedes temporary denial orders in effect against the parties since last August.

The order prohibits Vos, Contresty, Metro and their associates, and all other persons and firms related to them, from ordering, buying, receiving, or disposing of any U.S. commodities and from otherwise participating directly or indirectly in any transaction involving U.S. commodities or technical data.

Iran Bank issues new regulations on foreign exchange transactions

Foreign currency to be determined on dollar rates in international money market, pound sterling eliminated

The Central Bank of Iran has issued new regulations governing transactions in foreign exchange to all banks. Henceforth, rates for foreign currencies at the Central Bank will be determined in accordance with dollar rates in the international money markets, rather than the pound sterling which has previously been used to set par value.

Another change will permit buying and selling rates for other currencies to fluctuate within two percent above and two percent below their par values in terms of U.S. dollars. This is a change from the one percent fluctuation from IMF-approved par values which had been used previously. The new regulations will maintain the buying and selling rates for the dollar at 75.00 and 76.50 rials respectively.

Foreign exchange operations

Banks are still permitted to carry on their own foreign exchange operations in the international market without assistance from the Central Bank. Banks may also set buying and selling rates for their customers which differ from those used by the Central Bank except in the case of the dolllar and except that the rates must be within the IMF-authorized limits mentioned above.

In addition, of the difference of 1.5 rials between the buying and selling rates for the dollar, banks must remit to the Central Bank 1.3 rials per dollar. The remaining 0.2 rials of the difference is retained by the banks as their commission.

Revised regulations governing deposit requirements on letters of credit for imports have been published by the Central Bank. The revised regulations ease the deposit requirements for letters of credit for imports of industrial goods. Goods which previously required a deposit of 20 percent will henceforth require a deposit of 15 percent.

Deposit rates

"Essential" and "semi-essential" goods which previously required 70 percent deposits will now require 40 percent deposits. The 100 percent deposit requirement for authorized, non-essential imports has not been eased in the revised regulations.

Following this revision, the foreign exchange regulations covering procedures for authorized imports divide these imports into four categories: those which can be imported through sight drafts; and those which can be imported through documentary credits requiring either 15, 40, or 100 percent deposits.

Redemption terms set by Chile for dollar debts

Legislation enacted to provide for redemption of bonds, notes

The Chilean Congress has enacted legislation which provides for the redemption or refinancing of Chilean bonds and Treasury notes previously issued under Law 14,171.

The new measure, (Article 46, Law 15,386 of last December 11), establishes the following categories and procedures for payment of these securities:

1) Banks established in Chile which acquired full ownership of these securities before last August 31 which are not subject to resale agreements, and nonresident and non-domiciled subscribers, will presumably be paid freely convertible dollars under the original provisions of Law 14,171. This presumption is based upon the former's (Bank's) specific exclusion from the provisions of Law 15,-386, and the absence of any mention of the latter in same law.

2) All other subscribers, including foreign residents, will be required to use their dollar proceeds from the payment of Law 14,171 securities to purchase scudos at the bankers' rate on the day payment is made, unless they qualify for certain exceptions.

Exceptions may be granted in the following cases uopn approval of an application to the Central Bank of Chile's Executive Committee, submitted before February 10:

a) Certain subscribers who incurred dollar debts in the purchase of Law 14,-171 securities may use the proceeds from those securities to purchase Law 14,949 bonds (INTERNATIONAL COMMERCE, Nov. 12, 1962, p. 14). However, purchase of these bonds will be limited by the amount of their holdings of dollar assets, as provided in Law 14,949.

b) Subscribers who purchased these securities after December 27, 1961, to use for their own, or their clients' use, for import deposits may purchase escudos at the rate which they paid for the securities, or at the brokers' rate at the time of their acquisition, if dollars were used for their purchase. However, the rate of exchange allowed may not exceed the current brokers' rate.

An application must be accompanied by a certificate from the Foreign Trade Department of the Central Bank identifying the use of the security, and by a certificate from the Chilean Internal Revenue Service attesting that the securities were acquired before last June 1.

Syrian Government sets new pharmaceutical rules

The Syrian Ministry of Health prohibits the import of all pharmaceutical preparations the use of which is not permitted in the country of origin.

All shipments of pharmaceutical products now must be accompanied by a certificate of origin issued by the appropriate medical authorities in the manufacturing country stating that the product is licensed for sale there. This certificate should be legalized by the Syrian Embassy or Consulate in the exporting country, and on arrival in Syria, the Directorate of Pharmaceutical Affairs will verify the above information.

The Syrian importer must transmit the certificate of origin and five copies of the original invoice, which he has prepared and had legalized, to the Directorates of Health in Aleppo and Latakia (1 copy each) and the Ministry of Health in Damascus (3 copies).

THREE PERCENT LEVY

Honduras establishes first general sales tax

A three percent sales tax established in Honduras will be collected on the net price of the sale, and applied at one stage only in the sale of an article or the provision of a service.

For the purposes of the law, a sale is any act that transfers ownership of an article from one person to another and involves renumeration in any form. Services are also included within the meaning of the term.

Decree-Law No. 24 justified establishment of the new sales tax because of the reduced government income that has resulted from Honduras' adherence to the Central American Common Market Duty Equalization Treaties—import duties, according to the law, constitute 48 percent of the Government's income.

Before opening any new business establishment or industry, the sales of which are subject to the tax, the enterprise must be inscribed in the Registry of the Directorate of Direct Taxation. Persons already established in business must register within sixty days of January 1.

Those persons or entities obligated to pay the tax to the government must make an annual sworn declaration of sales and services rendered during the previous calendar year. They must also pay to the government the amount they collect each month during the first ten days of the following month.

Certain items or services exempted from payment of the sales tax include sugar, gasoline, diesel oil, and new car sales, on all of which specific sales taxes already exist. The sales of services by natural or juridical persons are excluded, except those rendered in restaurants, cabarets, night clubs, social clubs, and amusements parks. Lodging at hotels, pensions, and boarding houses are subject to the tax.

The decree further excludes all types of agricultural, dairy, meat, and fish products except those which are canned or packaged. Also exempt are vaccines, salt, pastry goods, and fresh produce—except those sold in restaurants and hotels. Other items exempt from the tax are coffee, tea, cacao, and spices—except those that are canned—raw materials, i.e., lumber, textiles, fibers, and minerals—excepting petroleum products and precious stones.

Administration and collection of the tax is the responsibility of the Directorate General of Direct Taxation. Fines for infractions were established ranging from $2.50 to $500 and from 25 to 500 percent of the unpaid tax owed.

EEC authorizes France to restrict imports of hops

The European Economic Community (EEC) has authorized France to impose quantitative restrictions on imports of certain products, from third countries, which enter France via a member country.

Among the products involved, hops is the only one in which the U.S. has a direct interest.

France was authorized to impose these restrictions because the products are subject to quantitative restrictions in France when imported directly from third countries but are liberalized in other EEC countries.

EFTA lowers tariffs

The European Free Trade Association, (United Kingdom, Sweden, Norway, Denmark, Austria, Switzerland, Portugal), has reduced intra-EFTA duty rates on industrial goods to 40 percent of the original levels—a reduction in each country's 1963 rates to its EFTA partners of 20 percent. This move is in accordance with EFTA's timetable for complete elimination of intra-EFTA tariffs on industrial goods by the end of 1966.

Austria broadens liberalization move in removing quantitative import restrictions

Draft list amended to include 81 tariff positions discussed in GATT consultations among U.S., Austria, other countries

In removing quantitative import restrictions on 81 tariff positions as part of planned three-step liberalization program Austria has amended the draft list to include some of the commodities which had been the subject of recent GATT consultations among Austria, U.S., and other countries.

The items added as a result of these consultations include: gluten and gluten flour; toilet preparations; self-adhesive tapes; ties; coin-operated phonographs (juke boxes); billiard and roulette tables; parlor and party games; sports equipment and accessories; and radio receiving sets in liberalized motor vehicles.

Other items are flour and meal of manioc; sodium carbonate, calcined; hydrogen peroxide; ultramarine; leather gloves and accessories; wood and cork footwear; walking sticks, canes, whips, and riding crop; roller mills for flour mills; electric amplifiers; automobile headlight lamps; tanks and armored vehicles; ammunition; hand sieves; hair clips; all musical instruments; and boxes and bowls for the developing of photographic and cinematographic films, frames for slides and copies, spools for film.

Several items scheduled to be liberalized on July 1 were moved up to the January 1st liberalization: glassware for illuminating and signaling; electric welding machines and apparatus for plastic materials; canvas covers, tents, sails and camping equipment.

The other tariff positions included in the new Austrian liberalization move were reported in a preliminary announcement in INTERNATIONAL COMMERCE, Jan. 13, p. 21.

The second liberalization step will take place on July 1, and reportedly will include approximately 60 tariff positions. Only a few "residual restrictions" are expected to remain after the third and final step, on January 1, 1965.

EEC member states granted additional 1964 tariff quotas by Commission

Quota allows EEC country named to import specified quantities at reduced tariff rates; chemicals, cork, fish included

The European Economic Community has announced additional tariff quotas granted to individual member states for 1964. (See INTERNATIONAL COMMERCE Jan. 27, for initial listings).

A tariff quota allows the EEC country named to import the specified quantities at reduced tariff rates.

The products concerned include certain types of fish, some agricultural items, chemicals, cork and cork products. Many of these commodities were also subject to tariff quotas last year. Except for the chemicals, cork and some fish, which are exempt from customs duties, the quotas provide or some in-quota duty to be paid. This is consistent with the EEC Commission's philosophy that the national quota is a temporary device, and some duty must be levied in order to reflect the progress of the community as a whole toward the final and integral application of the Common External Tariff.

Oranges to molasses

Items granted tariff quotas, followed by the CXT number, the quota, beneficiary Member State, and in-quota duty rate are as follows:

Oranges, ex 08.02A, 150 tons, Netherlands, 2.3% from April to Oct. 15 and 3% during the rest of the year, 240 tons, Federal Republic of Germany, 6.5% from April to Oct. 15 and 7.3% during the rest of the year.

Fresh grapefruit, ex 08.02D, 38,000 tons, Federal Republic of Germany, 6%; prunes, ex 08.11C, 250 tons, Netherlands, 1.7%, 350 tons, Federal Republic of Germany, 1.7%; natural cork, 45.01, 40,000 tons, Federal Republic of Germany, duty-free; 10,000 tons, Netherlands, duty-free, 1,000 tons, Belgium Luxembourg, duty-free;

Salt, 25.01A I, 160,000 tons, Belgium-Luxembourg, duty-free; Ferro-silico-manganese, 73.02D, 38,000 tons, Federal Republic of Germany, duty-free, 450 tons, Netherlands, duty-free, 25 tons, Luxembourg, duty-free; Ferro-chromium, ex 73.02E I, 4000 ton, Italy, duty-free; Ferro-manganese, other than carburized, 73.02AII, 200 tons, Netherlands, duty-free, 25 tons, Luxembourg, duty-free; Ferro-silicon, 73.02C, 3,500 tons, Netherlands, duty-free, 15,000 tons. Belgium-Luxembourg, duty-free; Ferro-chromium, 73.02 E lb, 160 tons, Netherlands, duty-free, 3000 tons, Belgium-Luxembourg, duty-free;

Ferro-tungsten, ex 73.02G, 4 tons, Netherlands, duty-free, 25 tons, Luxembourg, duty-free; Ferro-molybdenum, ex 73.02 H, 22 tons, Netherlands, duty-free, 250 tons, Belgium-Luxembourg, duty-free; Ferro-vanadium, ex 73.02 H, 7 tons, Netherlands, duty-free, 3 tons, Luxembourg, duty-free; Unwrought aluminum, ex 76.01 A, 60,000 tons, Federal Republic of Germany, 5%,

Tuna for the canning industry, ex 03.01 B lb, 25,000 tons, Italy, duty-free; Cod, 03.02 A I b, 34,000 tons, Italy, duty-free; Cod fillets, 03.02 A II a, 2,000 tons, Italy, 3%; Seed potatoes, ex 07.01 A I, 9,000 tons, Italy, 1.5%; Beet seeds, ex 12.03 A, 1,000 tons, Italy, 2.2%; Cutting wine, ex 22.05 B 1 b, B II b, B III b2, 100,000 hl, Federal Republic of Germany, $5.00 to $6.00 per h1.

Crude calcium tartrate, 29.16 A III a, 2,000 tons, Federal Republic of Germany, 1.1%; Desoxycholic acid, ex 29.16 A VII a, 15 tons, Netherlands, 1.6%; Erythromycine, ex 29.44 D, 800 kg, Federal Republic of Germany, 2.2%; Natural cork in cubes, plates, sheets and strips, ex 45.02, 170 tons, Federal Republic of Germany, 1.8%; Natural cork in cubes or squares for making corks for stoppers, ex 45.02, 5 tons, Federal Republic of Germany, 4.35%;

Natural cork in cubes, plates, sheets, ex 45.02, 6 tons, Netherlands, 1.8%, 12 tons, Belgium-Luxembourg, 1.8%; Silk yarn not put up for retail sale, 50.04, 60 tons, Federal Republic of Germany, 2.1%; Yarn spun for silk waste, not put up for retail sale, 145 tons, Federal Republic of Germany, 0.7%; Aluminum waste, 76.01 B 1, 20,000 tons, Federal Republic of Germany, 300 tons, Netherlands, 500 tons, Belgium-Luxembourg, all at 0.75%.

The following tariff quotas are for 1964 and the first 3 months of 1965: Dogfish, fresh, ex 03.01 B I c, 3,000 tons, Federal Republic of Germany, 3%; Coalfish salted, ex 03.02 A I c2, 2,000 tons, Federal Republic of Germany, 7%; Crab and shrimp, ex 16.05, Belgium-Luxembourg, 250 tons, 3%; Cane molasses for the manufacture of coffee substitutes, 3000 tons, Italy, duty-free.

Import, export duties changed in Sabah

A new Customs Duty Order recently issued by the Government of Sabah (a state in Malaysia formerly known as North Borneo) removes import duties previously charged on a wide range of raw materials used for industrial and manufacturing purposes and on a wide range of machinery for development purposes.

This has been done to encourage development and growth of industry. Export duties on items such as bird's nests and coffee have also been removed. There have been no major increases in the rates of import or export duties, although in the interest of tariff harmonization some minor changes have been made to bring Sabah rates into line with those in Sarawak and Malaya, two of the other component parts of Malaysia.

The nomenclature in the new Order is based on the Standard International Trade Classification (Revised) and is identical with that used in the Malayan Customs Duties Order. The Standard International Trade Classification will be adopted by all the Malaysian territories in the near future and it is expected that on March 1 a new volume will be published covering Trade Classification and Customs Tariffs for Malaysia as a whole.

Further information on tariffs and other trade regulations for all the parts of Malaysia may be secured from the Far Eastern Division OIRE, BIC, Department of Commerce, Washington, D.C., 20230.

Argentina lifts import ban

The Government of Argentina has lifted partially the import prohibition placed in force last November through Decree 626. The temporary embargo on machinery and industrial equipment has not yet been lifted, pending completion of a current study of the need for such imports.

Germany establishes quota

The Federal Republic of Germany has established a quota of unannounced size for imports from the U.S. and certain other countries of seed of string beans, broad beans and peas. Applications for import licenses will be accepted through December 30 and these import licenses will be valid for six months. This quota represents an extension of a previous quota announced in December 1962.

Viet-Nam wants aluminum sulfate manufacturing plant together with sulfuric-acid facilities

Full U.S. ownership or joint-venture arrangement sought; about $274,000 in foreign exchange needed; study available

The need for an aluminum sulfate plant, integrated with sulfuric-acid manufacturing facilities, has arisen in South Viet-Nam with the expansion of the Saigon water-supply system and the growing requirements of the domestic paper-pulp manufacturing industry.

The Government of Viet-Nam would welcome either full U.S. ownership or a joint-venture arrangement.

According to a detailed feasibility study for such a plant, prepared by the U.S. AID Mission in Saigon, the amount of foreign exchange required from investment sources is estimated at about $274,000.

Plans for the integrated plant envisage a capacity of some 6,000 metric tons of liquid aluminum sulfate and 4,200 metric tons of sulfuric acid a year. The work year consists of 330 working days, with the aluminum sulfate section working 20 hours a day and the sulfuric acid section working 24 hours a day.

A copy of the U.S. AID Mission feasibility study may be obtained by writing to Bureau of International Commerce, Office of International Investment, File 3-2819-3-B, Department of Commerce, Washington, D.C. 20230.

For further information, write to: Director, Industrial Development Center, 44 Nguyen Hue, Saigon, Viet-Nam.

Spanish concern seeks aid for casting alloys, parts

A future producer of cast-iron pieces of high and medium quality seeks licenses from the U.S. for casting nodules, alloys and machinery pieces.

The Spanish firm says that technical and financial assistance, in connection with the licenses, would also be helpful. It believes that its best customers will be manufacturers of rolling stock, as well as the chemical and paper industries.

Write to Oficio SCI, Calle Perpendicular de Fuenterrabia 3-2°, Irun, Province of Guipuzcoa.

Test equipment, instrument, switch license requested

A licensing arrangement is sought to produce specialized types of electric, electronic, pressure and temperature sensing devices; test equipment for aircraft instruments of novel design; gyroscopic aircraft equipment of novel type; high-grade pressure switches; instruments for automated processes such as small data handlers, function indicators and controllers with special features.

Write to Pandect Instrument Laboratories, Ltd., Wellington Road, High Wycombe, Bucks, England.

French firm asks license for petrochemical items

Licensing rights are sought by a French firm covering various mechanical items and devices for the chemical and petrochemical industries. These include valves, cocks, taps and regulators of various diameters, especially for corrosive fluids; special compressors; and centrifugal, volumetric and special pumps especially for corrosive fluids.

Write to Materiel pour l'Industrie, les Mines, et la Construction, 163 rue du Faubourg St. Honore, Paris 8°; France.

Ventilators, tanks, trucks, air conditioners wanted

An English firm seeks a license or joint venture to manufacture ventilating roof units, roof extract and input units, plant units and air-conditioning units and filters; sanitation equipment such as bodies of refuse trucks or small units for street garbage collection; tanks, vessels and other food and processing equipment and papermaking and paper machines.

Write to Henry Hargreaves & Sons, Ltd., Lord Street, Bury, Lancashire.

Water filtering, purifying equipment wanted overseas

One of the larger German firms in the field of iron and steel construction seek U.S. licensees to produce some of its products. It is also interested in a license to make certain U.S. products.

Products offered for manufacture in the U.S. are: (1) water filter equipment, (2) water purifying equipment and (3) special rotary or continuously operating filters.

Additional information on this firm is available from the Bureau of International Commerce, Office of International Investment, File 1203, Department of Commerce, Washington, D.C. 20230.

West Coast investor to make survey for Nicaraguan hotel

James C. Hamm, a San Francisco investor—backed by an agreement with the Agency for International Development—will study the possibilities of building a 100-bed, one-million-dollar hotel in or near Managua, Nicaragua. The survey is part of an Alliance for Progress program to encourage private enterprise.

Hamm, a real estate broker and motel operator, and his technical advisors will visit Nicaragua. If he decides to build the hotel, he will bear the $3,250 cost of the survey. If he decides against it, AID will reimburse him for 50% of the cost.

Nicaraguan investors are said by Hamm to have made an oral commitment of $400,000 for equity financing. He and his associates contemplate an investment of $200,000. The balance would be sought from appropriate lending institutions.

PLASTIC ARTICLES SOUGHT

A manufacturer of plastic tubes and other industrial plastic articles in France seeks U.S. licensing rights to manufacture flexible plastic articles or transform flexible plastic by welding. Soc. d'Equipement Militaire et Administratif, 21 rue Louis Blanc, Courbevoie (Seine).

Deep-sea fishery in Colombia asks joint venture

Plans to expand, needs boats or capital to buy them

One of the few deep-sea fisheries on Colombia's Pacific coast proposes a joint venture with a U.S. firm so as to expand its operations.

The firm has its own wharves and refrigeration equipment and is building a fish cannery. It requires a small tuna boat, of about 20 to 30 ton capacity, and one shrimp boat equipped with nets.

The firm is prepared to grant a minority equity participation, in return for the supply of the boats or the capital with which to buy them.

Commercial fishing in Colombia is underdeveloped in relation to the demand for fresh fish. Up to the present time, distribution of fish (mainly to Bogota and Cali) has been effected by air freight at special rates. In 1962, some 75 tons were shipped by air and, in 1963, around 125 tons.

Assured markets are said to exist in Colombia for substantially expanded sales of fish of the type caught and processed by this firm.

U.S. investors are invited to write to Mr. Carlos Zuehlsdorff, "Pescadora La Perla," Aptdo. Aereo No. 184, Tumaco, Narino, Colombia.

License to make easy chairs requested by French firm

A manufacturer of metallic, folding bed frames in France seeks licensing rights to manufacture U.S. models of easy chairs—particularly those which can be adjusted to various positions.

Soc. Publifon, 13 rue Vauquelin, Paris 5, France.

Loan may open market for chemical plant suppliers

As many as 23 principal U.S. suppliers of chemical plant equipment may receive orders as a result of a $3.1 million Export-Import Bank credit to Ube Industries, Ltd., of Japan.

This authorization will make possible the acquisition of U.S. machinery and technical services for construction of a polyethylene plant in the Tokyo area.

Included in the equipment to be purchased are a gas compressor, reactor, super high pressure valves, an intensifier, production instruments, and testing apparatus.

Construction of the plant will be in two stages—the first to be completed in October with a rated capacity of 20,000 tons of polyethylene per year; the second by October 1965 will boost the overall rated capacity to 50,000 tons per year.

The loan is to be repaid over a period of eight years beginning in 1965.

Guaranties in Taiwan

The investment guaranty agreement of June 25, 1952, as amended, between the U.S. and the Republic of China was further amended on December 30, 1963 to include 2 additional guaranties. The new amendment provides for guaranties of U. S. private investments in Taiwan against loss due to revolution or insurrection and for extended risk guaranties. Previously, guaranties were available to American investors only against inconvertibility, expropriation, and loss due to war.

Industry feasibility study to be made in Afghanistan

Thomas H. Miner & Associates, Inc., Chicago investment analysts, will receive $125,334 for aiding Afghanistan's Royal Ministry of Commerce in a study of the landlocked nation's industrial feasibility.

The service contract was awarded to the Chicago firm to further the technical assistance program of the Agency for International Development in Afghanistan.

Ultimate objective of the study is to improve Afghanistan's foreign-exchange position by creating new businesses which will, in turn, upgrade the quality and value of Afghan exports. In some cases, it is planned that local products will be developed to substitute for items now imported.

Most Afghan manufacturing is limited to small factories and cottage industries. There are some textile and apparel plants, food-processing, leather goods, coal briquette and cement installations.

Afghanistan's major exports consist of karakul, cotton, wool, carpets, fruits, rugs and nuts. Textiles, sugar, tea, capital goods and petroleum are imported.

Chief among Afghanistan's natural resources, most of which have not been developed to a large degree, are coal, beryl, chrome, talc, slate and marble.

The study of the Afghan industrial potential by Miner & Associates is aimed at taking advantage of human and material resources which have thus far been untapped.

Mass-produced wood article license asked in S. Africa

A manufacturer of wood products in South Africa wishes a license to make wooden articles of intricate shape or nature requiring a high standard of precision and/or finish in colored or clear lacquers which can be mass produced.

Write to Michael Clark (Pty.) Ltd., P.O. Box 36, Karino, Eastern Transvaal, Union of South Africa.

Rubber and plastic item license wanted in France

A French producer of raw chemicals, synthetic rubbers, plasticizers, accelerators, anti-oxidizers and various other products seeks licensing rights on various processes and formulas using natural or synthetic rubbers and for plastics or related products for coating all types of metallic rotating cylinders.

Write to Ets. Lamarche, 147-149 rue de Javel, Paris 15e.

Seek apparatus license for machine construction

A German manufacturer of textile machinery seeks production license for compact-sized machines and apparatus needed for machine construction.

G. Anton Seelemann & Soehne, 7261 Oberhaugstett/Schwarzwaldz, Germany.

MACHINE TOOL ITEMS ASKED

An English manufacturer of special-purpose machine tools seeks a licensing arrangement with a U.S. firm to manufacture machine tool products—specifically small transfer or assembly machines. J. H. Shand, Ltd., Axminster, Devonshire.

DUMP TRAILERS REQUESTED

An English manufacturer of trailers and semi-trailers from 2 to 200-ton capacity seeks an arrangement with a U.S. company to manufacture cable dump trailers and semi-trailers in England. R. A. Dyson & Company, Ltd., Grafton Street, Liverpool 8.

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Bridge construction firms invited to bid by Chile

The Highway Department of the Ministry of Public Works, Direccion de Vailidad, has invited foreign and national firms, experienced in bridge construction, to qualify to bid on the Bio-Bio bridge project by registering with its office by noon of March 4. The invitation has been extended to firms of member countries of the International Bank for Reconstruction and Development and of Switzerland.

The bridge contract covers design and construction. Each bidder is to submit his own bridge design which must conform to general requirements of the Highway Department. Access roads have been planned. A cross section of the riverbed, which is 2,000 meters wide at the location selected for the bridge, and some test results and soundings, are available from the Highway Department. General specifications for materials and structures will be issued in the near future.

Applications for registration should be addressed to: Departmento de Puentes de la Direccion de Vialidad, Morande 71, 2° Piso, Ministerio de Obras Publicas, Santiago, Chile.

A copy of the requisites for registration of foreign contractors is available on a short-term loan basis to firms located in the U.S. from the Building Materials & Construction Industries Division, BDSA-306, Rm. 4014, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-3601).

Costa Rica needs tubing

The Instituto Costarricense de Electricidad has invited bids for 172 000 meters (188,100 yards) of PVC tubing for use as conduit for telephone lines, having the following characteristics: minimum I.D., 80 mm; min. wall thickness, 3.25 mm; lengths, 6 meters, with a tolerance of plus 5 cm; color, white only, to provide maximum resistance to sunshine.

Bids must reach Hugo Castro B., Jefe Seccion de Proveeduria, Instituto Costarricense de Electricidad, Departmento de Tesoreria, Aptdo. XXXII, San Jose, Costa Rica, by 2 p.m. February 18.

Details and specifications pertaining to bid may be obtained from Instituto Costarricense de Electricidad for fee of CR25.00 (US$3.78). Correspondence is preferred in Spanish.

Pipe fittings needed in Iraq

The Baghdad Water Supply Administration, Baghdad, invites bids on supplying approximately 8.500 pieces of cast iron pipe fittings. These fittings are to be of the socket and spigot type, unless otherwise specified. They are to conform in every respect with the British Standard Specifications for Class B cast iron pipe or similar (200 feet working pressure and 400 feet test pressure). The socket and spigot ends are to suit lead and yarn joints as they will be used with asbestos cement pipe.

The bid deadline is February 15.

Terms and specifications may be obtained from the inviting agency for ID 15 ($42) per copy, plus air mail charges.

A copy of the specifications is available for review by firms located in the U.S. in the office of the Building Materials & Construction Industries Division, BDSA-306, Rm. 4014, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-3601).

El Salvador needs pipes, fittings

The Administracion Nacional de Acueductos y Alcantarillados, San Salvador, has issued two tenders for an assortment of pipes and fittings.

The first tender, No. IM/41/63, includes 15,000 meters of 1 and 1½-inch galvanized steel pipe; 10,000 meters of 2-inch cast iron pipe; 9,000 feet of ¾-inch copper tubing; 500 pieces of ¾-inch bronze faucets (Mueller type); male couplings and tools for same. The bid deadline is February 20.

The second tender, No. IM/42/63, is for iron/steel (revetment) pipes for deep wells, a total of 7,200-ft. of pipe in 20-ft. lengths, ranging in diameter from 10 to 18 inches. The bid deadline is February 18.

Copies of the terms and specifications are available on a short-term loan basis to firms located in the United States, from the Building Materials & Construction Industries Division, BDSA-306, Rm. 4014, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-3601).

Colombia announces 4 tenders for water system equipment

The Instituto Nacional de Fomente Municipal, Departamento Commercial, Centro Administrativo Nacional, Autopisto Aeropuerto Eldorado, Piso 3, Bogota, has announced four tenders for equipment for the Buenaventura Aqueduct and Water Treatment Plant.

The following tenders have been announced: Tender No. 40, bid deadline February 17, for an agitator for uniforming lime solution; Tender No. 41, bid deadline February 17, for assorted hexagonal screws; Tender No. 42, bid deadline February 17, for filtration control equipment and washing control equipment; Tender No. 43, bid deadline February 17, for cast iron pipe, normal sluice valves, V-threaded screws.

Copies of the tenders are available on a short-term loan basis to firms domiciled in the U.S. from the GIEC Division, BDSA-323, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-5589).

Synchronous condenser bid deadline extension given

The State Electricity Commission of Victoria, Australia, has extended the bid deadline for specification No. 63-64/73, which covers the supply and installation of two 66 KV synchronous condensers for the Fisherman's Bend and Templestowe Terminal Stations, from January 13 to February 10. (INTERNATIONAL COMMERCE, Oct. 7, 1963, p. 34).

A copy of the specification and contract conditions is available for review only in Rm. 4124, Power & Electrical Equipment Division, BDSA-325, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-4242).

India announces tender for dead burnt magnesite plant

Mr. P. N. Agrawal, Managing Director, Uttar Pradesh State Industrial Corporation Ltd., has announced Tender No. 4975-83/SIC-VI-Misc-7, bid deadline March 15, for the supply and erection of a plant for the manufacture of dead burnt magnesite.

The plant capacity has been placed at 100-120 metric tons per day utilizing deposits located within four miles of the newly constructed Almora-Bageshwar Road near Kafilgarh, 28 miles from Almora. The burnt magnesite will be used to make basic refractories for the steel industry.

Tender documents, priced $5.25 plus postage per set, are available from the Managing Director of the U.P. State Industrial Corporation, Ltd., Post Box No. 413, G. T. Rd., Kanpur, Uttar Pradesh.

Burma extends bid deadline

The Revolutionary Government of the Union of Burma, State Timber Board, Ahlone, Rangoon has extended the bid deadline for the supply of saw mill machinery from January 21 to February 21, (INTERNATIONAL COMMERCE, January 6, p. 32).

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated.

AUSTRALIA—Barry Lewis Fulford, representing EAI-Electronic Associates Pty. Ltd., 87 Alexander St., Crows Nest, N.S.W., interested in **obtaining agencies** for **electronic instruments,** particularly instruments or equipment **compatible with** EAI's range of **special** and **general purpose analogue computers** and **systems.** Here until February 10. c/o International Operations Electronic Associates, Inc., Long Branch, New Jersey. Itinerary: Possibly Washington, D.C., Pennsylvania, Illinois, New York, New Jersey, Delaware.

Rupert Faraday Best, representing Ingersoll-Rand (Australia) Pty. Ltd., 68 Commercial Rd., Fortitude Valley, Brisbane, Queensland, interested in **boiler feed pumps,** requesting technical information for same. February 8 via Honolulu for six week. c/o Ingersoll-Rand Co.,

11 Broadway, New York, N.Y. Itinerary: New York.

ENGLAND—J. Thornton Chappell, representing Gordon & Gotch Packaging Ltd., 134 Upper Rd., Plaistow, London, E. 13, interested in observing U.S. **methods** of **manufacturing** and **marketing blister packs.** Early February via New York City for 3-4 weeks. c/o Department of Commerce field offices listed in the itinerary. Itinerary: New York, Boston, Philadelphia, Baltimore, Washington, Cleveland, Chicago, Detroit.

Malcolm John Anderson, representing Anderson, Thompson & Associates (U. K.) Ltd., 140 Cromwell Rd., London, S.W.7, interested in **introducing** to regional U.S. soft-floor covering wholesalers: Thomas Bond Worth & Sons Ltd. **Axminster carpets** and **rugs, Scandinavian-type rugs; animal skin floor coverings.** Here for two weeks. c/o Department of Commerce Field Offices in itinerary. Itinerary: New York, Philadelphia, Baltimore, Pittsburgh, Cleveland, Detroit, Chicago, Minneapolis, St. Paul, Seattle, Portland, San Francisco, Los Angeles, Denver, Kansas City, Houston, Dallas, New Orleans, Memphis, St. Louis, Atlanta, Miami.

JAPAN—Terutaka Niwa, representing The Nippon Tokushu Togyo Kaisha, Ltd., Horitadori, Mizuho-ku, Nagoya, interested in **examining market for** sale of NGK **spark plugs,** especially in Eastern states. Here for six months. c/o Noritake Co., Inc., 212 Fifth Ave., New York, N.Y. Itinerary: Los Angeles, San Francisco, Chicago, New York, Jacksonville, Atlanta, Philadelphia.

NORWAY—Per-Bjorn Gunnerud, Managing Director, Soilax A/S, 9 Haakon VII gate, Oslo, interested in importing **equipment for catering industry.** Here for two weeks. c/o Economics Laboratory, Inc., International Division, 250 Park Ave., New York, N.Y. Itinerary: Miami, Fort Lauderdale, St. Paul, Minneapolis, Chicago.

Oyvind Gronneberg, representing Steen & Strom A/S, 23 Kongensgate, Oslo, interested in **purchases for department store.** Here for one week. c/o Department of Commerce Field Office, Empire State Bldg., 350 Fifth Ave., New York, N.Y., 10001. Itinerary: New York.

SWITZERLAND—Dr. Dieter Leonhardt, representing Feldpausch Basel A.G., Falknerstrasse 17, Basel, interested in **ladies' cotton fashion goods, dusters.** Wishes to contact firms engaged in **clothing industry,** to visit corresponding **retail fashion stores** and **shopping centers,** to observe the most modern U.S. **marketing methods** of ladies' fashion articles. Here for two months. c/o Hilton Hotel, Ave. of the Americas, 53rd/54th St., New York, N.Y. Itinerary: Boston; Chicago; Newark; Philadelphia; Stamford, Hartford, Conn.; Dayton; Minneapolis; Edina, Bloomdale, Minn.; Buffalo, Rochester.

SYRIAN ARAB REPUBLIC—Muhamed Dallal, Hariga St., P.O.B. 1001, Damascus, interested in **woolen, linen, cotton textiles.** February via Los Angeles for one month. c/o Syrian Consulate General, New York, N.Y. Itinerary: Los Angeles and other states en route to N.Y.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with a good reputation; the Department of Commerce, however, cannot be responsible for any resultant trade relations.

■ indicates tenders invited by foreign recipients under Agency for International Development (AID) loans and grants. A star (★) following indicates that additional information is available from the Trade Opportunities Staff, Business and Defense Services Administration (BDSA), Department of Commerce, Washington, D.C. 20230, Room 4203, Telephone: 202-WO 7-4675.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by U.S. firms in this country from BDSA; telephone numbers indicated. To avoid delay, requests for loan material should include country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be acquired by writing Commodity Export Promotion Staff, BDSA-111, Department of Commerce. NCIA following indicates no commercial information available.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Commercial Intelligence Division, Bureau of International Commerce (BIC), Department of Commerce, Rm. 6059 B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.

012 Fruit, Tree Nut, Vegetable Farms

NETHERLANDS ANTILLES—Fresh fruits, vegetables. Requests replies from farms directly, with quotations cif Curacao. Direct purchase and agency. Frans Vreugdenhil (importer, retailer, wholesaler, sales agent), 30 De Ruyterkade (P.O. Box 100), Willemstad, Curacao. WTD 5/9/63.

200 Food

FRANCE—Confectionery, crackers. Requests replies in French. Florent Guyaux (dealer), 11 rue Etienne Bast, Argenteuil (Seine & Oise).

SWEDEN—Foodstuffs suitable for sale in coin-operated vending machines. Pan-Nordic Automation AB, P.O. Box 18, Särö. WTD 10/23/61.

201 Meat Products

FRANCE—Canned meat. Requests replies in French. Ancienne Maison Marcel Bauche (importer, dealer), 4 rue Jean Nicot, Paris. WTD 5/29/62.

Meat, offals. Requests replies in French. Weddel & Cie (importer, dealer), 33 rue due Louvre, Paris 2e. WTD 4/12/63.

Frozen meat, offals. Requests replies in French. A.L. Dessau & Cie (importer, dealer), 38 rue du Louvre, Paris 1er.

Meat, offals. Requests replies in French. Raou van de Casteel (importer, dealer), 23 rue Alexandre Dumas, Paris 11e.

Meat, offals. Requests replies in French S.A. Badier Freres & Cie (dealer), 42 rue du Louvre, Paris 1er.

Frozen offals, chicken. Requests replies in French. Ets. Biret & Cie (dealer), 19 rue de l'Armorique, Paris 15e.

NETHERLANDS—Frozen meats, dried meats. Trade Opportunities Staff, BDSA-111, U.S. Department of Commerce, Box N-116, Rm. 4203, Washington, D.C. 20230.

■ **TURKEY**—New York packer steer hide croupons, average 36/40 lb.; New York packer steer hides, average 75/80 lb., approx. $62,800. Import License No. 002648/305178. Fettah Kosar Ve Ort, Meydan Sok. No. 3-5-8, Kazlicesme, Istanbul.

■ U.S. packer steer croupons, cut 42/43%, about 36/37 or 36/38 lb., approx. $16,400. IL No. 002631. Nuzhet Canayakin, Sirketi 5ci Vakif Han, K.2 No. 7, Istanbul.

■ U.S. packer steer croupons, cut 42/43%, about 36/37 or 36/38 lb., approx. $10,400. IL No. 002638. Rifat Canayakin, Sirkeci 5ci Vakif, Han Kat 2 No. 7, Istanbul.

■ U.S. packer hides, 15 kgs. and up, 70/75 lb. and/or croupons cut therefrom, average 34/36 lb., approx. $20,800. IL No. 002643. Riza Altier ve Ort. Koll. Sti, Belesco Sok. No 5, Kazliceme, Istanbul.

All the above are for PA No. 277-4701-000-356-4001. U.S. source. Quotation date February 14. SBC-24.

■ U.S. packer steer hides, 75/80 lb., or croupons from same, approx. 34/37 lb., cut 42/44, or croupons from spready native cows, approx. 22/24 lb., cut 42/44%, approx. $7,200. Import License No. 002650. Suleyman Yolar Mehmet Yolar, Kosele Fabrikasi, Kazlicesme Capraz Sokak No. 17-19, Istanbul.

■ U.S. wet salted packer ox croupons cut from cattle hides weighing 50 lb., and over, at 43/44%, plump, free of bellies, shoulders, spready materials or bulls, average approx. 34/38., max. seconds, grubs, 10%, approx. $38,300. IL No. 002652. K.N. Tripo ve Mahdumlari, Kazlicesme, Iskele Sok. No. 23, Istanbul.

Both the above are for PA No. 277-4701-000-356-4001. U.S. source. Quotation date February 18. SBC-32.

■ Native packer steer hide croupons, average weight 36/40 or 34/38 lb., September/October kill, approx. $23,300. PA No. 277-4702-000-356-4001, $4,300; 277-356-3001, $19,000. Quotation date February 18. Bekir Uyguner ve Mahdumlari Kollektif Sirketi, Deri ve Kosele Fabrikasi Kazlicesme, Demirhane Cad. No. 35, Istanbul. Import License No. 002790/314591.

■ Native packer steer hides, average weight 70/75 or 75/80 lb.; native packer steer hide croupons, average weight 34/36 lb., approx. $30,000. PA No. 277-356-3001. U.S. source. IL Nos. 002682/305588, 002687/305593, 002688/305594. Aleko Dulo ve Mahdumlari, Deri ve Kosele Ticaret, AS., Demirhane Cad. No. 15, Kazilicesme, Istanbul.

■ U.S. packer steer croupons, cut 42/43%, 36/37 or 36/38 lb. $21,700 cif. IL No. 002647. Nezihi Yalibeyi, Tavit Tahtaburun ve Serike K.S., Kazlicesme, Belesci Sokak No. 11, Istanbul; cif.

■ U.S. packer hides, 15 kg. and up, 70/75 lb., and/or croupons cut therefrom, average 34/36 lb. IL No. 002649; approx. $7,500; cif. Ahmet Yilmaz, Kazlicesme, Capraz, Sokak No. 7, Istanbul.

Last two items are for PA No. 277-4701-000-356-4001. U.S. source. Quotation date February 18. SBC-32.

FIELD OFFICE PHONE NUMBERS

The telephone numbers of the 39 regional Field Offices of the U.S. Department of Commerce are given below:

ALBUQUERQUE, N. Mex. 247-0311
ANCHORAGE, ALASKA. BR 2-9611
ATLANTA, GA. JA 2-4121
BIRMINGHAM, ALA. 323-8011
BOSTON, MASS. CA 3-2312
BUFFALO, N.Y. TL 3-4216
CHARLESTON, S.C. 722-6551
CHEYENNE, WYO. 634-2731
CHICAGO, ILL. 828-4400
CINCINNATI, OHIO. 381-2200
CLEVELAND, OHIO 241-7900
DALLAS, TEXAS RI 9-3287
DENVER, COLO. 534-4151
DETROIT, MICH. 226-6088
GREENSBORO, N.C. 273-8234
HARTFORD, CONN. 244-3530
HONOLULU, HAWAII. 58831
HOUSTON, TEX. CA 8-0611
JACKSONVILLE, FLA. EL 4-7111
KANSAS CITY, MO. BA 1-7000
LOS ANGELES, CALIF. 688-2830
MEMPHIS, TENN. 534-3214
MIAMI, FLA. FR 7-2581
MILWAUKEE, WIS. BR 2-8600
MINNEAPOLIS, MINN. 334-2133
NEW ORLEANS, LA. 527-6546
NEW YORK CITY, N.Y. LO 3-3377
PHILADELPHIA, PA. WA 3-2400
PHOENIX, ARIZ. 261-3285
PITTSBURGH, PA. 471-0800
PORTLAND, OREG. 226-3361
RENO, NEV. FA 2-7133
RICHMOND, VA. 649-3611
ST. LOUIS, MO. MA 2-4243
SALT LAKE CITY, UTAH. DA 8-2911
SAN FRANCISCO, CALIF. YU 6-3111
SANTURCE, PUERTO RICO. 723-4640
SAVANNAH, GA. AD 2-4755
SEATTLE, WASH. MU 2-3300

SPECIAL TRADE LEADS

The following special trade leads are published "blind," but any U.S. businessman may obtain the name and address of the overseas firm making the offer by contacting the nearest Department of Commerce Regional Field Office, or by telephoning the Trade Opportunities Staff, Business and Defense Services Administration, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-Worth 7-4675).

Field office telephone numbers will be found on this page.

IRAN—"Everlast" synthetic leather for shoes and other products. Exclusive agency. TT-51.

ITALY—Paints (powder and liquid form), enamels, liquid gold for glassware and ceramics industries; varnishes for furniture and wood in general. Direct purchase. Desires exclusive selling franchises for Italy. TT-52.

KUWAIT—Ice cream machinery, complete set, daily output 5 metric tons. Requests quotations, terms from manufacturers only. Direct purchase. TT-53.

LEBANON—Motor generator sets, related equipment. Requests quotations, terms from manufacturers only. Direct purchase and agency. TT-54.

NETHERLANDS ANTILLES—Household paints, varnishes. Direct purchase. TT-55.

SWEDEN—Coin operated vending machines, spare parts, all kinds; automatic music systems, except juke-boxes; air conditioning equipment, humidifiers, dehumidifiers. Direct purchase. TT-56.

SYRIA—Automotive replacement parts. Interested in a general line. Direct purchase and agency. TT-57.

THAILAND—Household appliances using liquid petroleum gas (LPG). Direct purchase. TT-58.

TRINIDAD—Whole corn, scratch feed, cracked corn, hominy. Replies requested from manufacturers and/or suppliers. Direct purchase and agency. TT-59.

Linseed oil meal. Replies requested from manufacturers and/or suppliers. Direct purchase and agency. TT-60.

203 Canning, Preserving Foods

FRANCE—Canned food products, all kinds. Requests replies in French. Ets. J.F. Besnard (importer, dealer), 18 cité Trévise, Paris 9e.

Canned fish, frozen foods. Requests replies in French. Ets. L.H. Veyron (importer, dealer), 15 rue Clapeyron, Paris 8e.

Canned fish, fruit; requests replies in French. Ancienne Maison Marcel Bauche (importer, dealer), 4 rue Jean Nicot, Paris. WTD 5/29/63.

Frozen fish. Requests replies in French. A.L. Dessau & Cie (importer, dealer), 38 rue du Louvre, Paris 1er.

Frozen food, all kinds; requests replies in French. Weddel & Cie (importer, dealer), 33 rue du Louvre. Paris 2e. WTD 4/12/63.

Californian fruits in syrup; requests replies in French. Office de Repartition & D'Achats en Commun des Epiciers de Detail—O.R.A.C. (importer, dealer), 7/9 rue Nicolas Flamel, Paris 4e.

Canned food, frozen food, pulse, fats, for institutional groups; requests replies in French. Comptoir de Distribution Rationnelle Ouest Parisien—C.O.D.R.O.P. (importer, dealer), 25 rue du General Leclerc, Carrieres-sur-Seine (Seine & Oise).

Canned fish, fruit; requests replies in French. Ancienne Maison Marcel Bauche (importer, dealer), 4 rue Jean Nicot, Paris. WTD 5/29/62.

Pulse; requests replies in French. Societe C. Velly & H. Duperrier (importer, dealer), 15 ave. de l'Opéra, Paris 1er.

Canned vegetables, fruits, fish, crustaceans; requests replies in French. Raoul Van de Casteel (importer, dealer), 23 rue Alexandre Dumas, Paris 11e.

Pulse, oilcakes; requests replies in French. Maison Nubar (importer, Dealer), 55 rue de Rivoli, Paris 1er.

Canned food: vegetable, fruit, meat, fish; requests replies in French. G. Soreau & Cie (importer, dealer), 16 rue Dubrunfaut, Paris 12e. WTD 3/28/63.

NETHERLANDS—Frozen fish, frozen vegetables. Trade Opportunities Staff, BDSA-111, U.S. Department of Commerce, Box N-116, Washington, D.C. 20230.

204 Grain Mill Products

FRANCE—Grain; requests replies in French. Maison Nubar (importer, dealer), 55 rue de Rivoli, Paris 1er.

See also SPECIAL TRADE LEADS above.

206 Sugar

FRANCE—Sugar; requests replies in French. Ancienne Maison Marcel Bauche (importer, dealer), 4 rue Jean Nicot, Paris. WTD 5/29/62.

207 Confectionery

FRANCE—Crackers and confectionery; requests replies in French. G. Soreau & Cie

(importer, dealer), 16 rue Dubrunfaut, Paris 12e. WTD 3/28/63.

208 Beverage Industries

FRANCE—Canned fruit juice; requests replies in French. Raoul van de Casteel (importer, dealer), 23 rue Alexandre Dumas, Paris 11e.

209 Food Preparations

See also SPECIAL TRADE LEADS on page 27.

FRANCE—Honey; requests replies in French. Ancienne Maison Marcel Bauche (importer, dealer), 4 rue Jean Nicot, Paris. WTD 5/29/62.

Coffee; tea. Requests replies in French. Ets. Mirault Freres (dealer), Joue-les-Tours (Indre & Loire).

228 Yarn, Thread Mills, Products

■ **TURKEY**—Nylon yarn, 60/20/0 denier, natural; nylon yarn, 70/20/0 den., natural; nylon stretch yarn, 60/2/20 den., 70/2/20 den.; approx. $7,800. IL No. 2705. Nylon yarn, 60/1/0, 70/1/0 den., natural; nylon stretch yarn, 60/2/20, 70/2/20 den.; $25,200. IL No. 2709. Aron Konfino Fincancilar Caddesi, Emniyet Han No. 26, Istanbul.

■ Synthetic yarns, bright or dull or semi-dull, standard or sub-standard or first quality, on cones, den. 30, 40, 50, 60, 70 or 100; viscose or acetate or bemberg yarns, bright or dull, standard or sub-standard or first quality, den. 60, 75, 100, 120, 150, 200 or 300, colored or uncolored, on cones; $5,100. IL No. 002693. Synthetic yarns, bright or dull or semi-dull, standard or sub-standard or first quality, den. 30, 40, 50, 60, 70 or 100, on cones; viscose or acetate or bemberg yarns, bright or dull, standard or sub-standard or first quality, den. 60, 75, 100, 120, 200 or 300, colored or uncolored, on cones; $5,000. IL No. 2735. Yasef Benezra, Cakmakcilar Sunbulluhan 16, Istanbul.

■ Synthetic silk yarns. $8,800. IL No. 002728. Cihan Corap Fabrikasi, Nesim Abut Gurmen ve Nesim, Levi Dincer, Yesildirek Bicakci Han 8, Istanbul.

All the above for Loan No. 277-H-043. U.S. origin. Quotation date February 18. SBC-30.

■ Stretch nylon yarn, den. 60/2 and 70/2; natural nylon yarn, den. 70/0 and 60/0, filaments 20, approx. $13,900. Import License No. 2697. Isak Baruh, Mahmutpasa Bezciler Sokak, Ugurlu Han No. 301/309, Istanbul.

■ Nylon yarns, 60/0-70/0 den., approx. $60,000. IL No. 2579. Birtam Sunli Elyaf, Mehmet Birder, Zeki Tamer ve Ort., Kollektif Sirketi, Topkapi Gumussuyu Cad, Merkez Efendi Sok, 19/2, Istanbul.

Both the above are for Loan No. 277-H-043. U.S. source. Quotation date February 14. SBC-22.

■ Nylon stretch yarn, 70/2 natural and dyed; nylon yarn 70/34/0, $15,600. IL No. 002707. Kervan Corap Fabrikasi Savul, Pardo ve Isak Kurkdji Koll. Sti., Yesildirek, Necip Efendi Sokak, Bicakci han n. 13, Istanbul.

■ Nylon stretch yarn, 70/2 natural and dyed; nylon yarn 70/34/0. $25,000. IL No. 002708. Yuntel Dantel Jarse Fab., Salom Azerbad, Sisli, Firin Sokak n. 105, Istanbul.

■ Nylon stretch yarn, 70/2 natural and dyed. $15,000. IL No. 002722. Ali ve Suleyman Ipekci Kardesler, Kollektif Sirketi, Mercan, Tacirhane Sokak, Kazova han Kat 3 n. 12/13, Istanbul.

■ Nylon stretch yarn 70/2 natural and dyed; nylon yarn 70/34/0-70/20/0. $10,000. IL No. 002731. Mikael Binyaminoglu, Mahmutpasa, Bezciler Sok., Ugurlu han n. 210, Istanbul.

All the above for Loan No. 277-H-043. U.S. origin. Quotation date February 18. SBC-30.

■ Nylon yarn, natural, 60 or 70 den., on pirns; stretch nylon yarn, natural or dyed, 60 or 70 den., on cones. Approx. $8,800. IL No. 2739.

■ Nylon yarn, natural, 60 or 70 den., on pirns; stretch nylon yarn, natural or dyed, 60, 70 den., on cones. Approx. $16,600. IL No. 2727.

■ Nylon yarn, natural, 60 or 70 den., on pirns; stretch nylon yarn, natural or dyed, 60 or 70 den., on cones. Approx. $18,500. IL No. 2726.

All the above for Loan No. 277-H-043. U.S. origin. Quotation date February 18. Mison Tam Mitrani, Mahmutpasa, Kurkcu Han No. 33, Istanbul. SBC-30.

■ Bright acetate colored yarn, 100 den.; bright rayon yarn, 100 den.; nylon yarn, 70/2. $27,800; c&f. IL No. 002738. Sumer Sanayi Ve Ticaret A.S., Katircioglu Han No. 315, Sultanhamam, Istanbul.

■ Nylon yarn, 60/2 den. $12,800. IL No. 2582. Emniyet Ticaret Koll. Sti., Bunyamin Ve Nesim Mizra Hi, Hasircilar 9/1, Istanbul.

■ Nylon stretch yarn, 70/2 natural and dyed. $11,000. IL No. 002720. Ayetullah Keser, Mercan, Tacirhane Sokak, Kazova han Kat 3 n. 6, Istanbul.

■ Nylon stretch yarn, 70/2, natural and dyed; nylon yarn, 70/34/0-70/20/0. $10,400. IL No. 002716. Servet Dilmac, Mercan, Havanci Sokak Emek han kat 4 n. 4, Istanbul.

All the above for Loan No. 277-H-043. U.S. origin. Quotation date February 18. SBC-30.

■ Nylon stretch yarn, 60/2 and 70/2 den., natural fil. 20; nylon yarn, 70/0/20 and 60/0/20 den. $26,100. IL No. 2729.

■ Nylon stretch yarn, 60/2 and 70/2 den., natural fil. 20; nylon yarn, 70/0 and/or 60/0, fil. 20. $24,500. IL No. 2719.

■ Nylon stretch yarn, 60/2 and 70/2 den., natural; nylon yarn, 70/0 den., fil. 20; nylon yarn, 60/0 den., fil. 20. $38,000. IL No. 2718.

All the above for Loan No. 277-H-043. U.S. origin. Quotation date February 18. Isak Baruh, Mahmutpasa Bezciler Sokak, Ugurlu Han No. 301/309, Istanbul. SBC-30.

■ Nylon stretch yarn, 70/2 natural and dyed. $6,100. IL No. 002699. Ender Corap Fabrikasi Mustafa Cilgin ve Nesim Karako Kol. Sti., Cagaloglu, Turbedar Sok. Trakya IS, Hani n. 9/11, Istanbul.

■ Nylon stretch yarn, 70/2, natural and dyed. $10,800. IL No. 002723. Ayetullah Keser, Mercan, Tacirhane Sokak, Kazova han Kat 3 n. 6, Istanbul.

■ Nylon stretch yarn, 70/2, natural and dyed; nylon yarn, 70/34/0. $14,200. IL No. 002704. Sadettin Kalay-Kemal Ergin, Kollektif Sirketi-Mercan, Uzuncarsi Hanarkasi Cikmazi n. 3/7, Istanbul.

■ Nylon stretch yarn, 70/2, natural and dyed; nylon yarn, 70/34/0-70/20/0. $10,000. IL No. 002730. Musa Binyaminoglu (Binyaminzade) Mahmutpasa, Bezciler Sok. Ugurlu han 211, Istanbul.

All the above for Loan No. 277-H-043. U.S. origin. Quotation date February 18. SBC-30.

■ Synthetic yarns, 60/1, 70/1, 60/2, 70/2, for knitting, weaving, hosiery, $34,300, Import License No. 2667; same $33,300, IL Nos. 2665, 2671, 2680. Elia Kapuano ve Mahdumu Koll. Sti., Fincancilar Caddesi No. 8, Istanbul. Quotation date February 14. PA No. 277-356-3001. Limited world wide, except Hong Kong (901). SBC-32.

■ Nylon yarns 70/34/0; 70/34/450 t.p.m., approx. $24,200. M. Necmettin Yazicioglu, Maksem Esrefiler Cad. No. 2, Bursa. Import License No. 002663. Nylon stretch yarn, 70/2 den. natural, dyed, approx. $9,100. IL No. 002673. Yusuf Azmi Ataman, Cemal Nadir Sokak, Buyuk Milas, Han No. 216, Istanbul. Nylon yarn, 70/17/0-70/20/0. IL No. 002658. $20,000. Yakoub Masaoglu, Maltepe, Gumssuyu Cad. No. 18/A, Topkapi, Istanbul; same, IL No. 002657, $20,000. Quotation date February 22. Stretch nylon yarn, den. 60/2, 70/2, natural, 70/0, 60/0, filaments 20, $20,200. IL No. 2667. Isak Baruh, Mahmutpasa Bezciler Sokak, Ugurlu Han No. 301/309, Istanbul. 100 den. rayon yarn, bright, on cones or hanks, weaving twist, first and second quality, approx. $11,000. IL No. 2656. Altin Mekik Ticaret ve Sanayi, Ltd., Sti., Cermanya Han No. 12, Bahcekapi, Istanbul. Cable: ALTINMEK, Istanbul. Nylon yarns, 60, 70, 100 den., bright or dull on cones, fob Istanbul, $10,000. IL No. 2675. Jakarteks Mensucat Sanayii Koll. Sti., Handan No. 28, Mahmutpasa, Istanbul. IL No. 2674, $16,200, nylon yarn, natural 60 or 70 den. on pirns; stretch nylon yarn, natural or dyed, 60 or 70 den. on cones. Mison Tam Mitrani, Mahmutpasa, Kurkcu Han No. 33, Istanbul. Quotation date February 14.

All the above are for PA No. 277-356-3001. Limited world wide, except Hong Kong (901). SBC-32.

229 Textile Goods

ITALY—Nylon, rayon, polyester waste, mixed rayon rags; importer, exporter, manufacturer. Pelificio Lorenzo Selvolini, 101 Via Aretina, San Giovanni Valdarno (Arezzo). WTD 1/2/64.

NETHERLANDS ANTILLES—Household linens, tablecloths. W. H. Jolley Handelmaatschappij-Colon Supermarket, Roodeweg, Willemstad, Curacao. WTD 3/20/63.

261 Pulp Mills, Products

■ **KOREA**—Bleached sulphite woodpulp, 90/100 air dry basis, prime grade; unbleached, semi and bleached sulphate Kraft woodpulp, 90/100% air dry basis, approx. 17 l.t.; bleached sulphate bagasse pulp, 90/100 air dry basis, prime, bond grade, approx. 50 m.t. Ref. No. FFO-SAI-377A. PA No. 489-356-3212. Limited world wide (901). Quotation date February 15. Paper Makers' Cooperative Union of Korea, 101 2-Ka, Ulchi-Ro, Chung-Ku, Seoul. Cable: PAPERUNION, Seoul. SBC-29.

262 Paper Mills, Products

PHILIPPINES—Newsprint, white, 2000 tons, in rolls 36″ wide, 36″-40″ dia., 3″ core; for delivery Tacoma, Washington; first shipment 500 tons, balance over 6 months. Amado Araneta, Box 746, Manila. WTD 5/3/60.

264 Converted Paper, Paperboard Products

SOUTH AFRICA—Flat sheet printing paper 22″ x 34″ and 17″ x 22″; bond, bank, ledger, mimeograph. Flat filing folders. Direct purchase from manufacturers or exporters. C. E. Folkey (Pty.) Ltd., (importer, distributor), 17 Bertha St., Braamfontein, Johannesburg. WTD 1/8/64.

281 Industrial Chemicals

■ **BRAZIL**—4-Tertiary-butyl catechol, 3000 lb., packed in steel drums; solid 4 tertiary-butyl catechol, used in preparation of solution, both to certain solution properties. Deliver to Coperbo, Recife. Long list of general conditions and instructions. Inquiry No. 4881-1612/N. Loan No. 512-H-007. U.S. source. Quotation date February 10. Cia Pernambucana

De Borracha Sintetica, c/o The Lummus Co., 146-246 Haynes Ave., Newark, New Jersey. SBC-27.

● **GUATEMALA**—Sodium silicofluoride 120,000 lb., calcium hypochlorite 20,000 lb., packed in 100 lb. (or 50 kilos) polyethylene bags in cardboard or metal containers, to meet American Waterworks Association specifications. Certified analysis and 500 gram sample to accompany bid; deadline 2/27/64; in Spanish; cif Municipal Warehouse, including full insurance. Only offers from legitimately established representatives in Guatemala will be considered. Municipalidad de Guatemala, Palacio Municipal, (Municipal Warehouse), Guatemala City.★ (Telephone: 202-WO 7-3465).

■ **KOREA**—Capro-Lactam Monomor for filament nylon type 6, 460,000 lb., finish oil NOPCO 1296C/, or equal, 20,000 lb., Dowtherm "A", 4,750 lb. Delivery fob, cif, c&f Pusan/Inchon. U.S. flag vessel. Ref. No. FFO-SAI-3-795. PA No. 489-356-3212. Limited world wide (901). Quotation date February 20. Korea Nylon Co., Ltd., 90 2-Ka Taepyong-Ro, Jung-Ku, Seoul Cable: KORLON, Seoul. Copies of all offers made to be sent to the Bank of Korea (Air mail), Attn., aid Section and to the Director, USAID, Seoul, c/o American Embassy, Seoul. SBC-33.★

■ **VIETNAM**—Chemical preparations, such as, calcium carbide, acetone, calcium chloride, ferric sulfate, ferrous sulfate, fluorescein, hydrogen peroxide, sulfur, potassium carbonate, sodium nitrate, phenol, lead oxide, lead dioxide, 129 items, various quantities. Invitation No. 1066-20123. PIOC No. 430-271-9-30405. U.S. source. Bid deadline February 21. Specifications, conditions and general conditions may be obtained from Mrs. N. H. Quang, Embassy of Vietnam, 2251 R St., NW., Washington, DC. SBC-22.

282 Synthetic Materials

■ **GREECE**—Off grade polyethylene, approx. 150 tons; cif. Quotaton date February 28. Kazaplast, Nectariou 3, Athens. Loan No. 240-H-028. U.S. source. SBC-29.

■ Actol triol No. 31-56 Polyether, urethane grade, in drums of 460 lb. net; fas U.S. port, approx. $50,000. Loan No. 240-H-028. U.S. source. Quotation desired by February 11. Chr. Michalos, 25th Martiou St., Kallithea, Athens. SBC-22.

■ **KOREA**—PVC vinyl resin, uncompounded powder type for calendering S-65 or equal, 20 mt.; c&f or cif Korea port by U.S. flag vessel. Ref. No. FFO-SAI-3-751A. PA No. 489-901-256-3209. Limited world wide (901). Quotation date February 10. Korea Plastic Productive Cooperation, 289 Kwanchuldong, Chongroku, Seoul. Copies of all offers made should be sent Air Mail to the Director, USAID. c/o American Embassy, Seoul, and to the Bank of Korea, Attn: AID Section, Seoul. SBC-24.

283 Drugs

■ **KOREA**—Streptomycin sulfate, USP, 168 kg., penicillin G potassium, USP, non-sterile, buffered with sodium citrate, 100 BU. Brand name should be clearly described, samples required. Delivery Pusan, U.S. flag liner. Quotations to show both cif and fob prices. FFO-SAI-4-1. Chong Kun Dang Pharmaceutical Co. Ltd., No. 375, 3-Kam Choongjung-Ro, Suhdaemoon-Ku.

■ Streptomycin sulfate, bulk, USP, Impex or equal, 150 kg.; penicillin with streptomycin 4:0.5, NA, Impex or equal, 100,000 doses, each dose consisting of procaine penicillin G 300,000 IU, buffered crystalline penicillin G potassium and/or sodium, 100,000 IU and 0.5 gm. of streptomycin sulfate; raudixin (rauwolfia serpentina root) NF, 30 kg.; P.V.P., NA, 120 kg.; inositol, NF, 120 kg.; nicotinamide, USP, 60 kg.; calcium-d-pantothenate, USP, 60 kg.; DL-methionine, NF, 120 kg.; cif Pusan. Ref. No. FFO-SAI-4-2. Dong-A Pharmaceutical Co. Ltd., 51 Yongdoo-Dong Dongdaemoon-Ku, Seoul.

Both above for PA No. 489-379-901-356-3213. Limited world wide (901). Quotation date February 24. Copies of all offers should be sent Air Mail to the Bank of Korea, Attn. AID Section and to the Director USAID, c/o American Embassy, Seoul. SBC-36.

287 Agricultural Chemicals

● **IRAN**—Dipterex, 80% W.P., 15 m.t., bid deadline. February 15.

● Endrin, 19.5% E.C., 6.5 m.t.; Gusathion, 25% E.C., 4 m.t. Bid deadline February 29. Both above for: The Ministry of Agriculture (Iran), Tehran.★ (Telephone: 202-WO 7-3910).

289 Chemical Products

■ **KOREA**—Carbon black, MPC, approx. 25 m.t. PA No. 489-356-3212. Limited world wide (901). Ref. No. FFO-SAI-3-851A. Quotation date February 17. Kyungsung Rubber Co. Ltd., 212 Jang Jai Dong, Kunsan.

■ Carbon black, HAF, approx. 9,700 lb. Limited world wide (901). PA No. 489-356-3212. Ref. No. FFO-SAI-3-852A. Quotation date February 24. Hung Ah Tire Co. Ltd., 587 Jyonpo-Dong, Pusan. SBC-356.

291 Petroleum Refining

● **GREECE**—Lubricating oils, greases. Tender Nos. 6405, 6406, 6407, 6408, 6428, bid deadline March 3. Hellenic State Railways, Purchasing & Store Dept., 34 Themistocleous St., Athens. If contract awarded to U.S. firm, procurement will be charged against AID Loan 240-H-028.★ (Telephone: 202-WO 7-2355).

299 Products of Petroleum, Coal

ALGERIA—Specialty lubricants for molds and machinery in glassworks factory. Requests replies in French. Verreries d'Afrique du Nord (nationalized factory), Oran. WTD 12/20/63.

301 Tires, Tubes

■ **PAKISTAN**—Tires, tubes, 8.25x20, 200 sets; 7.50, 9.00x20, 12 PR. Y-20, 6.00x16, 6 PR. Jeep Y-12, 50 sets each; 6.70x15, 6 PR. Y-40, 29 sets. Subject to GSA Defense Materials Services procedure. S/A No. RM 041657. Quotation date February 14. Steel Bros. & Co., Ltd., Writers Chambers, Dunolly Rd., Karachi 2. Cable: STEELSQUE, Karachi. PA No. 391-8913-901-321-4204. Limited world wide (901). SBC-29.

■ Tires, tubes, size 8.25x20, 12 ply, approx. $11,000. S/A No. 040932. Continental Rubber Products, Ltd., Shiwani Mansion, Gari Khata, Hyderabad, Cable: KHALILULLA, Hyderabad. Quotation date February 11.

■ Tires, tubes, sets, 8.25x20, 7.50x20, 12 ply-Y-20, 6.70x15, 6 ply, Y-40 BSW, $10,500. S/A No. RM-41-16. Quotation date February 8. Hashmi Auto Traders, Circular Rd., Lyallpur, Cable: HASHMI.

■ Tires, sizes 8.25x20, 7.50x20, 12 ply, 7.00x20 10 ply, 6.70x15, 6.00x16, 6 ply. $10,500. S/A No. RM 041015. Quotation date February 9. Platinum Oil Co., New Chowk, Dadu, West.

Three above for PA No. 391-8913-901-356-4203. Limited world wide (901). Subject to GSA Defense Materials Services procedure. SBC-24.

SYRIA—General line of tires and tubes. Direct purchase and agency. Mahfoud Bijo & Sons, (importer, commission agent), Muhardeh, Hama.

General line of tires and tubes. Direct purchase and agency. Asbah & Sheikh el-Shabab, (importer, commission agent), Muhardeh, Hama.

General line of tires and tubes. Direct purchase and agency. Suleiman Touma, (importer, commission agent), Muhardeh, Hama.

Pneumatic tires and buses, farm tractors, trucks, passenger cars. Direct purchase and agency. Alaedine M. T. Hinedi, (importer, agency representative), Baron Street, Aleppo.

307 Plastics Products

NETHERLANDS ANTILLES—Plastic household kitchenware, utensils. W. H. Jolley Handelmaatschappij N.V.—Colon Supermarket Roodeweg, Willemstad, Curacao. WTD 3/20/63.

322 Glass, Glassware

GERMANY—Special glass for the manufacture of pH glass electrode membranes. Dr. W. Ingold K. G. (manufacturer, wholesaler), 5-9 Broennerstrasse, 6 Frankfurt-Main. WTD 9/17/63.

■ **INDIA**—Bottles—butane capacity, 119 lb., water capacity, 239 lb. Constructed per Interstate Commerce Commission Specification 4BA-240, tested and fitted with steel valve protection caps and Bastian-Blessing Rego 3103-EO valves, quantity required 200. Quotations based fas U.S. port, as well as cif Bombay. Loan No. 386-A-046 (AID Loan No. 197). U.S. source. Chicago Bridge & Iron Co., on behalf of Hume Pipe Co. Bids should be submitted with one original and three copies to Mr. W. J. Gross, International Operations, Chicago Bridge & Iron Co., 901 W. 22nd St., Oak Brook, Illinois. SBC-26.

NETHERLANDS ANTILLES—Kitchenware, glass, household. W. H. Jolley Handelmaatschappij N. V.—Colon Supermarket, Roodeweg, Willemstad, Curacao. WTD 3/20/63.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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326 Pottery

NETHERLANDS ANTILLES—Kitchenware, china, household; earthenware, household. W. H. Jolley Handelmaatschappij—Colon Supermarket, Roodeweg, Willemstad, Curacao. WTD 3/20/63.

331 Steel Mill Products

● **CEYLON**—Steel rails, 80 lb. per yd., 6,425 l.t.; fish plates 19½" long, 225 l.t.; fish bolts ⅞" dia., 4¼" long, 95 l.t. World wide. Bid deadline April 8. Chairman, Tender Board, Ministry of Commerce, Rm. 120, First Floor, The Secretariat, Colombo. Tender documents available from Embassy of Ceylon, 2148 Wyoming Ave. NW., Washington, D.C.

■ **INDIA**—Carbon steel used in the manufacture of cut thread taps and dies. Various sizes to detailed conditions and requirements. Approx. $16,600. Ref. No. DC/217/BDL/163. IL No. P/RM/000115/R/DL/18/S/D/17/45/1239. Loan No. 386-H-082. U.S. source. Quota-

tion date February 17. Warrior, India, Ltd., Forbes Bldg., Home St., Fort, Bombay 1. Cable: SCRUTAKUL, Bombay. SBC-31.★

■ Forging quality black bars and billets, 55 items, approx. 943 m.t. To certain conditions. Ref. No. DC/217/BDL/218. IL No. P/RM/000133/R/DL/18/S/D/17/45/569. Loan No. 386-H-082. U.S. source. Quotation date February 20. Shardlow India Ltd., Huzur Gardens, Madavaram High Rd., Madras 11. Cable: STAMPINGS, Madras. SBC-29.★

■ Black, bright bars and tubes, to various spec. nos., sizes, large quantities in lb. IL No. A. 546122/62/AU-DW/CCI/HQ/RM/L-II(E). Ref. No. 65(50)/63-082/Aid(1). Quotation date February 27. Tractors & Farm Equipment Ltd., 11 Kothari Rd., Post Box No. 3302, Madras 34.

■ Hot rolled, pickled, high silicon electrical sheet steel, 85 m.t., for transformers, C-3 core plating both sides. USS Transformer 101, 96x36x.014" or 102x36x.014" thickness, packed in fully protected 2 m.t. bundles. c&f on U.S. and Indian Flag ships. IL No. P/RM/000843/R/DL/18/S/D/17/45/357. Ref. No. DC/217/BDL/231. Quotation date February 22. M/s. A.E.I. Mfg. Co., Pvt., Ltd., No. 1, Taratalla Rd. Garden Reach P.O., Calcutta 24. Cable: MAINLAND, Calcutta.

■ Galvanized round steel wire, 1.4 mm. dia., for cable armouring, to ASTM A-411-59, min. weight zinc coating 0.40 oz. sq. ft., in catch weight coils of 150 lb., inside dia. of coils 19". $73.222; cif, Bombay, fas U.S. port. IL No. P/RM/001721/R/DL/18/S/D/17/45/30. Ref. No. DC/217/BDL/241. Quotation date February 23. Cable Corp. of India, Ltd., Laxmi Bldg., 6 Ballard Rd., Bombay 1, Cable: CABLEART, Bombay, through Purchasing Agents, Art Leather Pvt., Ltd., Laxmi Bldg., 6 Ballard Rd., Bombay 1.

Three above for Loan No. 386-H-082. U.S. source. SBC-28.★

■ Prime quality stainless steel plates, hot rolled conforming to AISI Type 316-L, No. 1 finish, packed in completely enclosed wooden skids. Sizes 8x4", 1", ½", ⅜", 5/16, 3/16", 5,000 lb. each; cif Bombay. Import License No. P/RM/000609/R/DL/18/S/D/17/45/40. Ref. No. DC/217/BDL/234. Dalal Engineering Pvt. Ltd., Chinchavli, Malad, Bombay 64.

■ Prime stainless steel sheets in coils of 4 ft. width, each approx. 2 m.t., annealed and pickled; prime stainless steel sheets in coils of 4 ft. width; prime stainless steel plates, hot rolled, annealed and pickled; prime stainless steel sheets, same; to AISI 304, 321, 316. Various sizes and gauges, total 75 m.t.; Price basis cif, Bombay. IL No. P/RM/000287/R/DL/18/S/D/17/45/81. Ref. No. DC/217/BDL/236. Larsen & Toubro Ltd., P.O. Box No. 278, Dougall Rd., Ballard Estate, Bombay 1.

■ Annealed steel rounds to SAE Specifications 3215, 4412. 3250. Various sizes large quantities. IL No. P/RM/000341/R/DL/18/S/D/16/45/671. Ref. No. DC/217/BDL/232. Kirloskar Bros., Ltd., Kirloskarvadi, Dist. Sangli, Maharashtra State.

Three above for Loan No. 386-H-082. U.S. source. Quotation date February 22. Subject to GSA Defense Materials Services Procedure. SBC-28.★

■ Galvanized steel core wire for the manufacture of A.C.S.R. cables, size 3.35 mm. dia., 25 tons, to Spec. No. ASTM-B.245-521. Ref. No. DC/217/BDL/214. Import License No. P/RM/001439/R/DL/18/S/D/17/45/1113. Galvanized steel core wire for the manufacture of A.C.S.R. cables, same spec., sizes 2.36, 2.11, 3.66, 4.09 mm. dia., total approx. 67 tons. Ref. No. DC/217/BDL/215. Quotation date February 20. The Aluminum Corp. of India, Ltd., 7 Council House St., Calcutta 1: Loan No. 386-H-082. U.S. source. Cable: ALWORKS, Calcutta. SBC-22.★

■ Electrical steel sheets, 50 l.t., to AISI M-17, or M-19, with max. watt loss 1.13 per kg. at 50 cycles, 10 kilo-gausses with varnish insulation on both sides, thickness .014", 29 ESG, size 6x3 ft. Ref. No. DC/217/BDL/212. Import License No. P/RM/000772/R/DL/18/S/D/17/45/944. Sur Iron & Steel Co., Pvt., Ltd., 15 Convent Rd., Calcutta 14. Cable: CALISISCO, Calcutta.

■ Tool and alloy steel for the manufacture of tie rod ends for automobiles, forging quality, basic open hearth hot rolled, special quality round bars in "as rolled" condition to Spec. AISI C-1030 (EN-5), random mill lengths, 11/12 ft., sizes 1¼", 1⅝", 30 tons each. Ref. No. DC/217/BDL/211. IL No. P/RM/000376/R/DL/18/S/D/17/45/757. Rane Madras, Ltd., 47 Velacheri Rd., Velacheri, Madras 32. Cable: AUTOWORKS.

Both above for Loan No. 386-H-082. U.S. source. Quotation date February 18. SBC-22.

■ Prime stainless steel plates, hot rolled, annealed and pickled. No. 1 to AISI 316 or equal, 5 ft. wide, 16 ft. long, 5/16" to 1.½", total 57 tons; same, to AISI 316L, or equal, 5 ft. wide, 16 ft. long, ⅜" thick, 5 tons, ½" thick, 5 tons. Quotation date February 21. Larsen & Toubro, Ltd., P.O. Box 278, Dougall Rd., Ballard Estate, Bombay. Ref. No. DC/217/BDL/227. IL No. P/RM/000421/R/DL/18/S/D/17/45/81; cif Bombay. Subject to GSA Defense Materials Services procedure.

■ Coke tinplate U/A 1.25 lb. tin coating, base weight 175 lb., sheet size, 27⅜ x 24½"; hot rolled pickled and oiled deep drawing steel strips, .118" P/M .005" x 7 15/16 P/M, .125 x 18¾", $42,000. Import License No. P/RM/001090/R/DL/18/S/D/17/45/571. Ref. No. DC/217/BDL/221. Tri-Sure India Private, Ltd., Model Industrial Colony, Off Aarey Rd., Goregaon, Bombay 62. Cable: TRUSURE. Quotation date February 20.

Both above for Loan No. 386-H-082. U.S. source. SBC-26.★

■ Oil hardening non-shrinking steel equivalent in composition to NSSS brand of Arthur Balfour Co., Ltd., Sheffield, U.K. Flats, rounds, discs, various sizes total 3,740 lb.; chrome alloy annealed oil hardening, non-shrinking tool steel composition to SC.26 Brand, Arthur Balfour & Co., Ltd., sizes ½" to 8" rounds, total 2,090 lb.; carbon manganese non-distorting steel hardening equal to English Steel Corp., MIC brand. Rounds, ½" and ¼", total 1980 lb. Shipment in April or May. Quotation date February 21. Import License No. P/RM/000734/R/DL/18/S/D/17/45/243. Ref. No. DC/217/BDL/225. The Metal Box Co. of India, Ltd., Barlow House, 59C, Chowringhee Rd., Calcutta 20.

Both above for Loan No. 386-H-082. U.S. source. SBC-26.★

■ Black free cutting steel to Spec. EN1A and EN8M, various sizes to certain analysis, total 177 m. tons; black hot rolled steel bars to EN8M, ¼, ½, ¾" dia. total 58 m.t.; c&f and cif Bombay. Import License No. BL/82-121/03101/24. Ref. No. DC/217/BDL/220. National Machinery Manufacturers Ltd., Kalwe, Thana, Maharashtra State.

■ Automotive round edge spring steel flats of Silico-Manganese steel to Spec. EN-45-A to certain chemical analysis, various sizes in random lengths, total 240 m.t. Rolling tolerances, thickness, plus 1.5%, minus 2%, width plus 0.6%, minus nil. To special conditions. IL No. P/RM/000449/R/DL/18/S/D/17/45/1134. Ref. No. DC/217/BDL/219. The Premier Automobiles Ltd., Agra Rd., Kurla, Bombay 70 (AS).

■ Hot rolled carbon steel wire rods to certain chemical analysis, 6 mm. dia., total 700 tons. Subject to certain general conditions. IL No. P/RM/000321/R/DL/18/S/D/17/45/510. Ref. No. DC/217/BDL/230. The National Rolling & Steel Ropes Ltd., Nicco House, 1 & 2 Hare St., Calcutta 1, Cable: STEELWIRES. Quotation date February 22.

Three above for Loan No. 386-H-082. U.S. source. Quotation date February 20 for first two items. SBC-26.★

■ Electrical steel sheets, approx. 40 tons, high silicon, cold rolled, grain oriented, 0.014" thick in 30/31" wide coils, core plated type C-10 both sides, packed in waterproof paper-lined metal containers not exceeding 4,000 lb. each, max. core loss .66 watt/lb. at 15,000 gauss, 60 c/s. Ref. No. 488/1577/CKB. IL No. P/RM/000620/R/DL/18/S/D/17/45/226.

■ Electrical steel sheets, approx. 180 tons, high silicon, cold rolled, grain oriented, 0.14" thick in 30/31" wide coils, core plated type C-10 both sides, packed in waterproof paper-lined metal containers not exceeding 4,000 lb. each, max. core loss .66 watt/lb. at 15,000 gauss, 60 c/s, equivalent to grade M6. Ref. No. 449/1576/CKB. IL No. P/RM/000621/R/DL/18/S/D/17/45/226.

Both above for Loan No. 386-H-082. U.S. source. Quotation date February 10. Electric Construction & Equipment Co. Ltd., 9 Kaliprasanna Singhee Rd., Calcutta 2. Cable, ELCONSTCO, Calcutta. SBC-25.

■ Cold rolled, close annealed steel sheets, 8' x 4'; 10 swg, 45 M.T.; 12 swg, 15 m.t.; 14 swg, 30 m.t. IL No. P/RM/001315/R/DL/18/S/D/17/45/365. Ref. No. DC/217/BDL/222; c.i.f. Madras. The English Electric Co. of India Ltd., P.B. 2392, Madras 27. Cable quotations acceptable.

■ Electrolytic tinplate waste waste, 65/107 lb. base weight assorted to size and gauge, 18" x 24" and larger, mill packed, preferably Weirton's; c.i.f. Bombay; approx. $16,600. Subject to GSA Defense Materials Service procedure. IL No. P/RM/001718/S/D/17/45/665. Ref. No. DC/217/BDL/223. G. S. Kashyan & Sons, Pataudi House, Daryaganj, Delhi.

■ Cold rolled, bright finish, deep drawing quality, steel strip or coil for pressing; to certain analysis; required for retainer and retainer parts; width approx. 1¼"-3½", thickness .0375"-.018"; 45 M.T. IL No. P/RM/000096/R/DL/18/S/P/17/45/206. Ref. No. DC/217/BDL/228. Bharat Ball Bearing Co. Ltd., 49/1 Garihat Rd., Calcutta 19. Cable, USHABHARAT, Calcutta.

Three above for Loan No. 386-H-082. U.S. source. Quotation date February 21. SBC-25.

■ Steel strips: to SAE 1010, HRS, P&O, deep drawing, prime stock, fine grain, for resistance welding, mill edge, coil, 8,000 kgs.; to SAE 1010, HRS, P&O, coils, rimmed, drawing quality, cut edge, 26,000 kgs.; to SAE 1010, HRS, P&O, rimmed, drawing quality, cut edge, coils, 15,000 kgs. Steel sheets, 8' x 4': to SAE 1010 or 1015, CRS, No. 1 hard temper, sheared edge, 11,000 kgs.; to SAE 1010 or 1020, CRS, No. 4 temper, Rc 65 max., B 45 min., 5,500 kgs.; to SAE 1010, CRS, deep drawing stock, No. 4 temper, 8,000 kgs.; to SAE 1010, HRS, P&O, cut edge, deep drawing stock, fine grain, for resistance welding, 11.600 kgs.; to SAE 1010 or 1020, HRS, P&O, 8,000 kgs.; to SAE 1010, CRS, fine grain, for resistance welding, 6,700 kgs. various widths, thicknesses. Loan No. 386-H-082. U.S. source. Quotation date February 21. IL No. P/RM/000542/R/DL/18/

S/D/17/45/51. Reference No. DC/217/BDL/224. Gabriel India Ltd., S. 304 Agra Rd., Mulund Bombay 80 N.B. SBC-25.★

■ High tensile galvanized steel wire, approx. 258 m.t., dia. 0.132", standard length 4890 ft., for steel cored aluminum conductors to BSS 215, Part 2, 1956, galvanized to BSS 443/1939; in correct weight pieces with tolerance minus 0 plus 9%; dia. plus-minus 2%; coil length tolerance minus 1% plus 9%. Coils to be wrapped in oiled and double waterproof paper. Carbon contents more than 0.55%. Prices should be quoted cif with split-up for fas; insurance and freight values to be quoted separately. Immediate shipment maximum possible quantity. Loan No. 386-H-082. U.S. source. Quotation date February 21. Ref. No. DC/217/BDL/226. IL Nos. P/RM/000999, 000995, 001436, 001444/R/DL/18/S/D/17/45/59. The Hindustan Electric Co. Ltd., 20 Graham Rd., Ballard Estate, Bombay 1. SBC-25.

■ High tensile galvanized steel core wire for manufacture of ACSR conductors, per BSS 215/1956, galvanized per BSS 443/1961, to ASTM B-245-62, carbon content .55% or better; size 0.118" in coil lengths 1850 meters; 0.102" in lengths 2450 meters; 0.062", 4500 meters; 0.093", 2950 meters; 0.161", 1000 meters; 0.083", 1850 meters. Lengths subject to tolerance of minus 0 plus 8%, dia. tolerance plus/minus 2%. Approx. $24,000. Quotation date February 20. Loan No. 386-H-082. U.S. source. IL No. P/RM/001443/R/DL/18/S/D/17/45/148. Ref. No. DC/217/BDL/217. Power Cables Private Ltd., 5B Amar Bldg., Post Box 1522, Sir P.M. Rd., Bombay 1. Cable, INSULAST. SBC-25.

■ Cold rolled open hearth steel strips, to AISI 1050, No. 3 slit edge, in coil weights of 230 lb. max., 30 M.T.; same, 20 M.T.; cold rolled deep drawing low carbon open hearth steel strips, to C-1010, aluminum killed, No. 3 slit edge, in coils of 260 lb. max., annealed, 22 m.t.; cold rolled low carbon open hearth steel strips, in coil weights of 75 lb. max., to C-1012, rounded edges, 10 m.t.; cold drawn basic open hearth steel, in coils, to C-1015, coil weight 140 lb. max., tensile 100,000/125,000 p.s.i., 17 m.t.; cold rolled spring steel strips, to C-1065, No. 3 slit edge, in coils of 100 lb. max., 1 m.t. Various sizes, to certain compositions; packed in wooden cases, inside lined with waterproof paper, in 500 lb. boxes. Loan No. 386-H-082. U.S. source. Quotation date February 20. IL No. P/RM/000745/R/DL/18/S/D/17/45/791. Ref. No. DC/217/BDL/216. The Wright Saddles of India, Prop: Tube Investments of India, Ltd., Ambattur, Madras 53. Cable, WRISADLE, Ambattur. SBC-25.

■ Low carbon galvanized iron wire shorts, approx. 55 m.t., soft quality out of fresh arisings, 8 to 16 gauge thick; no single length to exceed 69 lb. in weight; one gauge per coil; c&f Calcutta. IL No. DL/55/447/03/01/0022. Ref. No. DC/217/BDL/237. Loan No. 386-H-082. U.S. source. Quotation date February 22. M/s Aluminum Industries (Assam) Private Ltd., Makum Rd., Tinsukiam Assm. SBC-33.

■ Seamless steel mechanical tubing, cold drawn, stress relief annealed, to AISI 1035 specification, with parallel wall 10' long, for the manufacture of 'A' drill rods, 450 Nos.; steel leaded, heat treated to 28-35 Rockwell C hardness steel bars to AISI 4140 for making drill rod couplings, in random lengths, 480 Nos.; NX double tube core barrel rigid type, complete assembly 10' long, 10 Nos., same, 5' long, 5 Nos; BX double tube core barrel rigid type, complete assembly 10' long, 10 Nos; same 5' long, 5 Nos; AX double tube core barrel rigid type, complete assembly 10' long, 5 Nos., same 5' long; BX double tube swivel type core barrel, complete assembly 10' long, 10 Nos., same 5 Nos.; AX double tube swivel type core barrel, complete assembly 10' long. C&F. Import License No. G/CC/2330143/R/DLF082/17/18/C/H/17-18. Ref. No. 65(103)/63-082/Aid(1). Loan No. 386-H-082. U.S. source. Quotation date February 27. Larsen & Toubro Ltd., I.C. House, Dougall Rd., Ballard Estate, Bombay 1. SBC-33.

■ Prime high carbon steel wire rods for manufacture of steel wire ropes, open hearth and/or basic oxygen hot rolled, packed in catchweight coils of 700 lb. each, unwrapped. IL No. P/RM/000911/R/DL/18/S/D/17/45/1079. Ref. No. DC/217/BDL/United Wire/254. United Wire Ropes Ltd., 43 Tamarind Lane, Fort, Bombay 1. Cable, HIGHTENSIL, Bombay.

■ Silicon core iron, fine grained, uniform quality, magnetic core alloy, hot rolled, annealed and pickled, standard tolerances, for making armatures, pole pieces, core pins of relays; round, ⅞"" dia., 5 m.t.; flat, 1⅜" x ⅜" dia., 1.5 m.t.; flat, 1" x 5/16" dia., 0.5 m.t.; c.i.f. IL No. P/RM/002120/R/DL/18/S/D/17/45/475. Ref. No. DC/217/BDL/Saxby(2)/253. Saxby & Farmer (India) Pvt. Ltd., 17 Convent Rd., Entally, Calcutta 14.

Both above for Loan No. 386-H-082. U.S. source. Quotation date February 29. SBC-36.

■ Electrical steel sheets, 60 l.t., AISI M-17 or M-19, max. watt loss 1.13 per kg. at 50 cycles, 10 kilogausses with varnish insulation on both sides, thickness .014" (29ESG), 6' x 3'. Ref. No. DC/217/BDL/243. IL No. P/RM/001899/R/DL/18/S/D/17/45/944. Sur Iron & Steel Co., Private Ltd., 15 Convent Rd., Calcutta 14. Cable: CALSISCO, Calcutta.

■ CRCA sheets, deep drawing quality cold, mangled (one pass cold), pickled and oiled, 76" x 38", thickness 10 gauge, 32 m.t. CRCA strips; 2⅝" wide, .030" thick, 10 m.t.; 2⅜" wide, .030" thick, 10 m.t. Ref. No. DC/217/BDL/242. IL No. P/RM/001113/R/DL/18/S/D/17/45/325. Orient General Industries, Ltd., 111/1 Barrackpore Trunk Rd., Calcutta 35. Cable: DYNAMOTOR, Calcutta.

Both above for Loan No. 386-H-082. U.S. source. Quotation date February 23. SBC-36.

■ **PAKISTAN**—Electrolytic tinplate, bright finish, soft temper, 0.25 lb. tin coating, 100/107 lb., base weight, assorted, 18 x 24" and larger. Original mill packing, $10,500. Mohammad Naqi, c/o Sind Industrial Corp., Lawrence Rd., Karachi 3. Cable: TINWARE, Karachi.

■ Electrolytic tinplate, bright finish, soft temper, 0.25 lb. tin coating, 100/107 lb. base weight, assorted to size and weight, 18 x 24" and larger, original mill packing, $10.500. Sind Industrial Corp., Lawrence Rd., Karachi 3. Cable: TINWARE, Karachi.

■ Electrolytic tinplate, bright finish, soft temper, 0.25 lb. tin coating, 100/107 lb. base weight, 18 x 24", larger, original mill packing. $10,500. Akhtar Javed, c/o Sind Industrial Corp., Lawrence Rd., Karachi 3, Cable: TINWARE, Karachi.

■ Machine cast foundry pig iron to certain analysis, $18,000. Shipment by 100% U.S. flag vessels; c&f Karachi, freight charges separately. Panjwani Medical Stores, 179/2 Bombay Bazar, Karachi.

■ Electrolytic tinplate, bright finish, soft temper, 0.25 lb. tin coating. 100/107 lb., 18 x 24" and larger, $10,500. Mohammad Ikhlas, c/o Sind Industrial Corp., Lawrence Rd., Karachi 3. Cable: TINWARE, Karachi.

■ Electrolytic tinplate, bright finish, soft temper, 0.25 tin coating, 100/107 lb., 18 x 24" and larger, $10,500. Mohammad Iqbal, c/o Sind Industrial Corp., Lawrence Rd., Karachi 3. Cable: TINWARE, Karachi.

All above to be financed by a loan not yet authorized. Habib Bank, Ltd., U.S. source. Quotation date February 14. Subject to GSA Defense Materials Services procedure. SBC-34.

■ Electrolytic tinplate, standard sizes, 20x30", 18¾x28". Prime U/A, 107/108 B.W., 0.25, 0.50, 0.75, 1.25 lb. coating, $43,000; to certain special conditions; pig iron foundry grade, ASTM-A-43.55, $26,000; fas/c&f. Zirkrul Rehman, Fadoo Bldg., Bunder Rd., Karachi. Cable quotations accepted.

■ Electrolytic tinplate, 0.25 nominal coating per box, 112 sheets per package, 107 lb. base weight, 30 gauge, size 18¾ and/or 20x30"; electrolytic tinplate, size 18x24 and larger, assorted to size, 107 lb., 30 gauge, 0.25 coating, both sides bright, soft temper, $10,500. Salam & Co., 43, Cochinwala Market, Karachi 2. Cable: HANKIES, Karachi.

Both above to be financed by a loan not yet authorized. Habib Bank, Ltd., U.S. source. Quotation date February 24. Subject to GSA Defense Materials Services procedure. SBC-34.

■ Electrolytic tinplate, bright finish, soft temper, 0.25 lb. tin coating, 100/107 lb. base weight, assorted, 18x24" and larger. $10,500. Mohammad Zaki, c/o Sind Industrial Corp., Lawrence Rd., Karachi 3, Cable: c/o TINWARES, Karachi.

■ Electrolytic tinplate, bright finish, soft temper, 0.25 lb. tin coating, 100/107 lb., 18x24" and larger, $10,500. Aisha Bi, c/o Sind Industrial Corp., Lawrence Rd., Karachi 3. Cable: TINWARES, Karachi. Original mill packing. Quotation date February 14.

■ Electrolytic tinplate, prime U/A. 107/108 B.W., 0.25, 0.50, 0.75, 1.25 lb. coating. standard sizes 20x30", 18¾x28", $21,500; fas/c&f. Quotation date February 24. Sharabuddin & Bros., Rambari St., Quettawala Bldg., Marriott Rd., Karachi 2. Cable quotations accepted. To special conditions.

Three above to be financed by a loan not yet authorized. Habib Bank, Ltd., U.S. source. Subject to GSA Defense Materials Services procedure. SBC-34.

■ Mild steel billets, size 2x2"x18' and above. Prime open hearth or electric steel, USS SAE-1025, $105,000. Yacoob Industries, Barnes St., Nr. Old Haji Camp, Karachi. Cable: BARROWS, Karachi.

■ Prime open hearth steel billets, size 2x2"x 18' and above; prime open hearth or electric steel, USS SAE-1025, $105,000. Yacoob Haji Karim, Daryalal St., Jodia Bazaar, Karachi. Cable: BARROWS, Karachi. Quotation date February 15.

■ Electrolytic tinplate, prime U/A, 0.50 lb. coating, 107 lb., B.W., size 18¾x28", 20x30", in proportion of 66 and 34%, $10,500; fas or c&f. M. Rashid Jamal & Co., 205/2, Marriot Rd., Karachi 2. Cable: MASHOOR, Karachi.

■ Tinplate, prime coke, cold reduced U/A, 1.25 lb. coating, B.W. 107 lb., packed in about one-ton metal containers, waterproof paper-lined skids to AISI tolerances and specifications, sizes 18¾x28" and/or 20x30", $10,500. Quotation date February 24. Steel Agency, 92, Motan Market, Bunder Rd., Karachi 2. Cable: Same.

Four above subject to special conditions, to be financed by a loan not yet authorized. Habib Bank, Ltd., U.S. Source. Subject to GSA Defense Materials Services procedure. SBC-34.

■ Tinplate, electrolytic, 18x24" and larger, base weight 107 lb., $10,500. Abdul Razak

Suleman & Co., 17,-M, Iqbal Market, Bunder Rd., Karachi.

■ Common coke tinplate, prime 1.25 lb. commercial pot yield per base box, 107 lb., 30 gauge, size 18¾x28″ and/or 20x30″; electrolytic tinplate, 0.25 coating per base box, 112 sheets per package, 107 lb. base weight, 30 gauge, 18¾″ and/or 20x30″; electrolytic tinplate size 18x24 and larger, assorted to size, 107 lb., 30 gauge, 0.25 coating, both sides bright, soft temper; electrolytic tinplate, size 18x24″ and larger, 30 gauge and lighter, 0.25 coating, both sides bright, soft temper, $10,500. Machine cast foundry pig iron, analysis, Si. 2.5-3.25%, Phos. .30 to 1%, Mn. 1-1.25%, Su. .05% max., Carbon 3.00 to 4.5%, $10,500. H. Y. Salermuhammad, M-104 Iqbal Cloth Market, New Memon Masjid, Karachi. Cable: ALIF, Karachi. Quotation date February 27.

Both above to be financed by a loan not yet authorized. Habib Bank, Ltd. U.S. source. Subject to GSA Defense Materials Services procedure. SBC-34.

■ Electrolytic tinplate, size 18¾x28″ and/or 20x30″ x 30G; steel strips, size ¾″x10G/30G, any U.S. standard specification acceptable, $52,500 each type. Pakistan Markitex, 166/67 Liaquat Bazar, Bunder Rd., Karachi 2. Cable: PAMARKITEX, Karachi.

■ Prime coke tinplate, zinc coating 1.25, size 20x30 x 30 gauge, about 42 long tons. Haji Shakoor Osman, No. M-15, Iqbal Market, Bunder Rd., Karachi.

■ Common coke tinplate, prime 1.25 lb. commercial pot yield per base box, 107 lb. base weight, 30 gauge, 18¾x28″ and/or 20x30″; electrolytic tinplate 0.25 nominal quoting per base box, 112 sheets per package, 107 lb. base weight, 30 G., size 18¾″ and/or 20x30″; electrolytic tinplate size 18x24 and larger, assorted to size, 107 lb., 30 G., 0.25 coating both sides, bright, soft temper; electrolytic tinplate, size 18x24 and larger, 30 G. and lighter, 0.25 coating, both sides bright, soft temper, $5,500. Machine cast foundry pig iron, $5,000. Ahmed. Ebrahim, Agency, Ltd., 413 Qamar House, Bunder Rd., Karachi. Cable: SARSOTRADE, Karachi.

Three above are contemplated to be financed by a loan not yet authorized. Habib Bank, Ltd., U.S. source. Subject to GSA Defense Materials Services procedure. Quotation date February 27. SBC-34.

■ Prime coke tinplate, unassorted, 1.25 coating per base box, pot yield 30, 31 and 31½ gauge, 95 and 107 lb. base weight, size 18¾x28″, 20x30″, 28x28″, 21x31″, 22x30″ and 20x31″, $106,000. Quotation date February 14. Hydari Industries, Ltd., Plot No. P/5, Sind Industrial Trading Estates, Hyderabad Insurance House No. 1, 2nd Fl., Habib Square, Bunder Rd., Karachi 2. Cable: LIONS, Karachi.

■ Common coke tinplate, prime 1.25 lb. commercial pot yield per base box, 107 lb., 30 gauge, size 18¾x28″ and/or 20x30″; electrolytic tinplate, 0.25 nominal quoting per base box, 112 sheets per package. 107 lb. base weight, 30 gauge, size 18¾x28″ and/or 20x30″; electrolytic tinplate, size 18x24″ and larger, assorted to size, 107 lb., 30 gauge, 0.25 coating, both sides bright, soft temper; electrolytic tin plates, size 18x24″ and larger, 30 gauge and lighter, 0.25 coating, both sides bright, soft temper, $5,500. Machine cast foundry pig iron, $5,000. Mohammadali Inayatullah, Qamar House, 4th Fl., Rm. No. 413 Bunder Rd., Karachi. Cable: SARSOTRADE, Karachi. Quotation date February 27.

Both above to be financed by a loan not yet authorized. Habib Bank, Ltd., U.S. source. Subject to GSA Defense Materials Services procedure. SBC-34.

■ Prime coke tinplate, unassorted, 1.25 lb. coating per base box, pot yield 30, 31, 31½ gauge, 107 and 95 lb. base weight, size 18¾x28″, 20x30″, 23x28″, 21x31″, 22x30″, 20x31″; $106,000. Quotation date February 14. Haydari Cotton Factory, Ltd., Insurance House No. 1, 2nd Fl., Habib Square, Bunder Rd., Karachi 2. Cable: LIONS, Karachi.

■ Machine cast foundry pig iron, $5,000. Common coke tinplate, 1.25 lb. commercial pot yield per base box, 107 lb., 30 G., 18¾x28″ and/or 20x30″; electrolytic tinplate, 0.25 nominal coating per base box, 112 sheets per package, 107 lb. base weight, 30 G, size 18¾ and/or 20x30″; electrolytic tinplate, 18x24 and larger, assorted to size, 107 lb., 30 gauge, 0.25 coating, both sides bright, soft temper; electrolytic tinplate, 18x24 and larger, 30 G. and lighter, 0.25 coating, both sides bright, soft temper, $5,500. Murtaza Commercial Corp., 413, Qamar House, Bunder Rd., Karachi. Cable: SARSOTRADE, Karachi. Quotation date February 27.

Both above to be financed by a loan not yet authorized. Habib Bank, Ltd. Subject to GSA Defense Materials Services procedure. SBC-34.

■ Tinplate, prime coke, cold rolled, hot dipped, 1.25 coating, 18¾x28″, 30 G., and/or electrolytic tinplate, 0.75 or 0.50 and/or 0.25 coating 108 substance, width, 18″ min. and above, length 28″ and above; and/or 18¾x28″x30 G., 20x30x30 G. Quotation date February 27. Bengal Oil Mills, Ltd., Bengal House, Harris Rd., Karachi 2. Cable: BENGALI, Karachi.

■ Machine cast foundry pig iron, $5,000; common coke tinplate, prime 1.25 lb. commercial pot yield per base box, 107 lb. base weight, 30 G., 18¾x28″ and/or 20x30″; electrolytic tinplate, 0.25 nominal coating per base box, 112 sheets per package, 107 lb. base weight, 30 G, size 18¾x28″ and/or 20x30″; electrolytic tinplate, 18x24″ and larger, 30 gauge and lighter, 0.25 coating, both sides bright, soft temper, $5,500. Quotation date February 27. Ahmed Commercial Corp., 413 Qamar House, 4th Fl., Bunder Rd., Karachi 2. Cable: SARSOTRADE, Karachi.

Both above to be financed by a loan not yet authorized. Habib Bank, Ltd. Subject to GSA Defense Materials Services procedure. SBC-34.

■ Tinplate, prime coke quality, cold rolled, hot dipped, 1.25 coating, 18¾x28″, 30 G, and/or tinplate, electrolytic, 0.75 or 0.50 and/or 0.25 coating, 108 substance, width 18″, length 28″ min. and above, and/or 18¾″x28x30 G., 20x30″, 30 G., $105,000. Bengal Vegetable Industries Ltd., Bengal House, Harris Rd., Karachi 2. Cable: COMDA, Karachi. Quotation date February 27.

■ Prime coke tinplate, unassorted 1.25 lb. coating per base box, pot yield 30, 31, 31½ gauge, 95 and 107 lb. base weight, sizes 18¾x28″, 20x30″, 23x28″, 21x31″, 22x30″, 20x31″, $106,-000. Juma Haji & Co., Ltd., 2nd Fl., Insurance House, No. 1, Habib Square, Bender Rd., Karachi. Cable: URBANITY, Karachi.

■ Common coke tinplate, prime 1.25 lb. commercial pot yield, per base box, 107 lb. base weight, 30 gauge, 18.¾x28″ and/or 20x30″; electrolytic tinplate, 0.25, 0.75 nominal coating per base box, 112 sheets per package, 107. lb. base weight, 30 gauge 18¾ and/or 20x30″; electrolytic tinplate, 18x24 and larger, assorted to size, 107 lb., 30 gauge, 0.25 coating, both sides bright, soft temper; electrolytic tinplate, 18x24 and larger, 30 G. and lighter, 0.25 coating, both sides bright, soft temper, $10,500. Quotation date February 27. Westpak Traders, 71, Mohatta House, Saleh Mohammed St., Karachi. Cable: BLUEBIRD.

Three above to be financed by a loan not yet authorized. Habib Bank, Ltd., Subject to GSA Defense Materials Services procedure. SBC-34.

■ Common coke tinplate, prime 1.25 lb. commercial, pot yield per base box, 107 lb. base weight, 30 gauge, size 18¾x28 and/or 20x30″; electrolytic tinplate, 0.25 nominal coating per base box, 112 sheets per package, 107 lb. base weight, 30 gauge, 18¾″ and/or 20x30″; electrolytic tinplate, 18x24 and larger, assorted to size 107 lb., 30 G, 0.25 coating. both sides bright, soft temper; electrolytic tin plate, size 18x24 and larger, 30 gauge and lighter, 0.25 coating, both sides bright, soft temper, $5,500. Machine cast foundry pig iron, $5,000.

■ Machine cast foundry grade pig iron, $105,-000, c&f Karachi per l.t. S.T.R. Salaymohamed & Co., Rehmani Manzil, Salehmohmed St., P.O. Box 4062, Karachi 2. Cable: GULSHANBAG.

■ Machine cast foundry pig iron, $5,250; electrolytic tinplate, 0.25 nominal coating per base box, 112 sheets per package, 107 lb. base weight, 30 gauge, 18¾ and/or 20x30″, $5.250. S. M. Osman & Co., 14/A, Saleh Mohd St., Gorlhandas Market, Karachi.

Above to be financed by a loan not yet authorized Habib Bank, Ltd. Subject to GSA Defense Materials Services procedure. Quotation date February 27. SBC-34.

■ Machine cast foundry grade I pig iron, 130 l.t.; M. S. billets, to SAE 1025 or 1030 in lengths of 18 ft. and above, sizes 2x2″, 2½x2½″, 3x3″, stamped with heat marks, works test certificate to be provided, 400 l.t. Quotation date February 27; c&f per l.t. Yusufzai Bros., Ltd., 54, New Cloth Market, 1st Fl., Bunder Rd., Karachi 2.

■ Electrolytic tinplate prime quality, U/A, 100 lb. base weight, 30 G., 18¾″x28″ and/or 20x30″ bright soft temper, 0.25, 0.50, 0.75 coating, $10,500. To special conditions. Overseas Steel Corp., 71, Liaqat Bazar, Bunder Rd., Karachi. Quotation date February 24; c&f.

■ Electrolytic tinplate, 18x24″ and larger, $10,-500. M. Haji Adam & Bros., 139/1 Lexmidas St., Karachi.

■ Tinplate coating 0.25, 0.50, 0.75/1.25, 18x24 or 18¾x28, 20x30″, $10,500. Pak Trading Co., C-13, Shikarpuri Market, 2nd Fl., Karachi 2.

■ CRCA strips coiled in rolls, width 7 to 20″, gauges 26, 28, 30, 32, 1,000 l.t. Dadabhoy Corp., Jehangir, Kothari Bldg., Bunder Rd., Near Denso Hall, Karachi. Cable: SMART.

All the above are contemplated to be financed by a loan not yet authorized. Quotation date February 24.

Habib Bank, Ltd., Subject to GSA Defense Materials Services procedure. SBC-34.

■ Prime electrolytic tinplate U/A, 0.50, 0.75 coating, packed in standard metal containers, water proof paper lined on skids of about 2000 lb., 107 lb. b.w., size 18¾x28″, 20x30″, 400 tons. H. Mushtaq Ahmad Sons & Co., Fadoo Bldg., Bunder Rd., Karachi 2, W. Cable: STEELSTOCK, Karachi. c&f per l.t., U.S. flag vessel, fas/fob, ocean freight indicated separately.

■ Foundry pig iron, analysis, Si. 3.26/3.50%, Mn. 1.01/1.25%, Phos. 0.31/0.50%, Sul. 0.05%, $21,000. Rahman Engineering Corp., 5, Punjab National Bank Bldg. McLeod Rd., Karachi 2.

■ Electrolytic tinplate, prime quality, U/A, 107 lb. base weight, 30 gauge, size 18¾x28″ and/or 20x30″, bright soft temper, coating, 0.25, 0.50, 0.75. $10,500, c&f. To certain special conditions. Salehmohamed & Co., M-34, Iqbal Cloth Market, Karachi.

■ Mild steel billets, standard, lengths 18′ or above, Works Test Certificate and heat mark stamp on each billet, to USS SAE-1025, preferably, or 1020, 1030, 2, 2½, 3″ sq. sizes; $315,000; c&f Karachi basis. Central wire Netting & Metal Products Co., 427, Princess St., Karachi 1. Cable: WIRENETT, Karachi.

The above purchases are contemplated to be financed by a loan not yet authorized. Habib Bank, Ltd., U.S. source. Subject to GSA Defense Materials Services procedure. Quotation date February 24. SBC-34.

■ Tinplate, coating 0.25/0.50/0.75/1.25, size 18x24 or 18¾x28″, or 20x30″, $10,500. Haji Abdullah Sons, 137, Lakhmidas St., Opp. Gordhandas Market, Karachi 2. Cable: HASONS, Karachi.

■ Prime coke tinplate, unassorted, 1.25 lb. coating, per base box, pot yield 30, 31, 31½ gauge, 95 and 107 lb. base weight, sizes 18¾x28, 20x30, 23x28, 21x31, 22x30, 20x31″; $106,000. Khoja Mithabhai Nathoo, 4th Fl., Luxmi Bldg., Bunder Rd., Karachi.

■ Pig iron, foundry grade, $10,500. Rehman Engineering Works, Ramwamim Lawrence Rd., Karachi.

■ Tin plate, prime coke quality, 1.25 coating, 30 gauge, 107 lb. base weight, size 18¾x28 and 20x30″; $40,000. United Tin Can Mfg. Co., Udhawdas Tarachand Rd., Garden West, Karachi 3. Cable: BARYTES, Karachi.

All the above purchases are contemplated to be financed by a loan not yet authorized. Habib Bank, Ltd., U.S. source. Subject to GSA Defense Materials Services procedure. Quotation date February 24. SBC-34.

■ Machine cast pig iron, $10,500. Haji Ahmed Madinawala & Co., O.T. 9/59 Pehlaj Kara Lane, Kagzi Lane, Karachi. Cable: MADENAWALA, Karachi. Quotation date February 14.

■ Tinplate, prime coke, 1.25 lb. coating, base weight, 107 lb., 30 gauge, 18¾x28, 20x30″, $50,000; tinplate waste waste 0.25 lb. coating, BW-107, or lighter, all bright finish, original mill containers, 18x24 and/or 20x28″ or larger, $10,500; tinplate waste waste one side misprint, other gold lacquered, base 107 or 103 lb., $10,500, to special conditions.

■ Pig iron, $10,500. Yusuf & Co., 737/1, Daryalal. St., Jodia Bazar, Karachi. Cable: GULEANAR, Karachi.

■ Machine cast foundry grade pig iron, analysis, Si. 2.5/3.5%, Phos. .5% max., Su. .05% max., Mn. .5/1.0%, Carbon 3.0/4.0%, 500 tons; c&f Karachi, U.S. flag vessel.

The above purchases to be financed by a loan not yet authorized. Habib Bank, Ltd., Quotation date February 24, except first item. SBC-34.

■ CRCA strips in coils 12/36″ wide, 20/30 SWG, 200 tons; HRCA strips in coils 36/48″ wide 8/18, SWG/BG 8/18, 100 tons; also quote pickled and oiled; c&f Karachi, U.S. flag vessel; fas cost per l.t. and ocean freight may be indicated separately. H. Mushtaq Ahmed Sons & Co., Fadoo Bldg., Bunder Rd., Karachi, West. Cable: STEELSTOCK, Karachi.

■ CRCA strips coiled in rolls, width 7 to 20 inches, 26, 28, 30 and 32, 1000 l.t., Pakistan Aluminum & Industrial Works, Ltd., Jehangir, Kothari Bldg., Bunder Rd., Near Denso Hall, Karachi. Cable: SHEETS, Karachi.

■ Machine cast foundry pig iron, analysis 2.5-3.25% Si., .30 to 1%, phos., to to 1.25% Mn., Sulphur .05% max., Carbon, 3.00 to 4.5%, $5,250. Common coke tinplate, prime 1.25 lb., commercial pot yield per base box, 107 lb. base weight, 30 gauge, sizes 18¾x28 and/or 20x30″; electrolytic tinplate, 0.25 nominal coating per base box, 112 sheets per package, 107 lb. base weight, 30 gauge, 18¾ and/or 20x30″; electrolytic tinplate, 18x24″ and larger, assorted to size, 107 lb., 30 gauge, 0.25 coating, both sides bright, soft temper; electrolytic tinplate size 18x24 and larger, 30 gauge and lighter, 0.25 coating, both sides bright, soft temper, $5,250. A. S. Alimohamed, 123/2 Chagla St., opp: Gorohandas Market, Karachi 2. Cable: A.S. Alimohamed, c/o RICHLET, Karachi.

■ Electrolytic tinplate, 18x24″ and larger, base weight 107 lb., $10,500. Haji Kassam Osman, 430/9 Princess St., Nanakwara, Karachi.

■ Common coke tinplate, prime 1.25 lb., commercial pot yield per base box, 107 lb., base weight, 30 gauge, size 18¾x28″ and/or 20x30″; electrolytic tinplate, 0.25 nominal coating per base box, 112 sheets per package, 107 lb. base weight, 30 gauge, sizes 18¾ and/or 20x30″; electrolytic tinplate, size 18x24″ and larger, assorted to size, 107 lb., 30 gauge, 0.25 coating, both sides bright, soft temper; electrolytic tinplate, 18x24, larger, 30 G. and lighter, 0.25 coating, both sides bright, soft temper, $10,500. Kohinoor Stores, Sultan Hotel Bldg., Lea Market, Karachi 2. Cable: KOHINOOR STORE, c/o Blue Bird, Karachi.

■ CRCA strips, coiled in rolls, width 7 to 20 inches, gauges 26, 28, 30 and 32, 1000 l.t. M. E. Dadabhoy & Sons, Jehangir, Kothari Bldg., Bender Rd., Near Denso Hall, Karachi. Cable: AYDASAN, Karachi.

Above purchases to be financed by a loan not yet authorized. Habib Bank Ltd., U.S. source. Quotation date February 24. SBC-34.

■ **TURKEY**—Cold rolled steel sheets, drawing quality, oiled and packed in original mill containers, 18-23 gauge, 30″x60″ and larger, assorted as to size and gauge each package. $12,400; fob IL No. 2747. Talisman Sanayi ve Ticaret A.S., Istiklal Caddesi No. 213, Santral Han No. 18-19, Beyoglu, Istanbul.

■ Electrolytic tinplate waste waste, 20″x28″ and larger, 107 lb. and lighter, fully assorted as to size and base weight and/or culls and cobbles, in original mill metal containers. $10,000. IL No. 2760. Subject to GSA Defense Materials Service procedure A. Ucer and Co. (Kol. Sti.) Findikli Han 55/A, Findikli.

■ Unassorted hot dipped tinplate, 1.25 lb. coating, 20x28, 100/95/90 lb.; electrolytic tinplate waste waste, assorted to size and base weight, 18x24 and larger, 80/107 lb.; electrolytic tinplate waste waste T-6, assorted to size and base weight, 18x24 and larger, 100/118 lb.; electrolytic tinplate cobbles, not assorted to size or base weight, 10x10 and/or 18x24 and larger, 107 lb. and lighter, in original mill export packing, cif $50,000. IL No. 2762. Subject to GSA Defense Materials Service procedure. Kemal Sonmez, Eminonu, Unkapan Cadd., Migros karsisi No. 20, Istanbul.

Three above for Loan No. 277-H-043. U.S. origin. Quotation date February 18. SBC-30.

■ Electrolytic tinplate waste waste, assorted to size and base weight, 18x24 and larger, 80-107 base weight, soft temper; electrolytic tinplate cobbles, not assorted to size or base weight, 18x24 and larger, 107 lb. and lighter, soft temper, in original mill export packing; cif Istanbul. $5,100. IL No. 002768. Sami Kan, Mercan, Havanci sokak 19/2, Istanbul.

■ Prime electrolytic tinplate, coating 0.75 lb., temper 3, bright finish, packed in bundles of 1120 sheets on a wooden platform, packed in oil paper and hardboard, protected by a metal container, tied together by metal strips; 90 lb. base weight, 20x26½, 1390 pkgs., 19¾x26¼, 575 pkgs.; 95 lb. base weight, 30¾x30¾, 560 pkgs., 23x29½, 560 pkgs.; 100 lb. base weight, 34½x34½, 130 pkgs.; 107 lb. base weight, 18¾x28½, 5035 pkgs., 20x30½, 1650 pkgs. Shipment June/July; fob, cif, cf Istanbul prices per package. A quality report of an international company can be required by the buyer, in which case the relative expenses must be invoiced separately and mentioned in the quotation. IL No. 2764. Unilever-Is Ticaret ve Sanayi Turk Ltd., Sti., Cumhuriyet caddesi, Kahan apt. 16/4, Harbiye, Istanbul. Cable, UNILEVER, Istanbul.

Both above for Loan No. 277-H-043. U.S. origin. Quotation date February 18. Subject to GSA Defense Materials Service Procedure. SBC-30.

■ Hot dipped tinplate waste waste, assorted to size and base weight, 18″x24″ and larger, 90/107 lb. base weight; electrolytic tinplate waste waste, assorted to size and base weight, 18″x24″ and larger, 90/107 lb. base weight; electrolytic tinplate cobbles, 107 lb. base weight and lighter, 18″x24″ and larger, not assorted, soft commercial tempers, mainly bright finish. $5,000. IL No. 002787.

■ Electrolytic tinplate cobbles, 107 lb. base weight and lighter, 18″x24″ and larger, unassorted, soft commercial tempers, mainly bright finish. $5,000. IL No. 002769.

All above for Loan No. 277-H-043. U.S. origin. Quotation date February 18. Subject to GSA Defense Materials Service procedure. Titan Ticaret Koll. Sti., Guzel Izmir Han No. 103, Galata, Istanbul. Cable, TIGOLD, Istanbul. SBC-30.

■ Electrolytic tinplate waste waste, coating 0.25 lb., bright, soft, assorted to one size and gauge per skid, base weight 80/107 lb., 20x28 and larger, in original mill packing. $5,500. IL No. 002772. Huseyin Alp Yalgin Fermeneciler, Kardesim Sokak Bereket Han No. 22, Tersame Caddesi Yaprak Cikmazi, No. 4, Galata.

■ Electrolytic tinplate waste waste, assorted to one size and one gauge per skid, bright finish, soft, 20″x28″ and larger, max. three sizes, base weight 70/107 lb., in completely metal wrapped containers for export. $5,000. IL No. 002773. Demiris Kollektif sirketi (Basri Aydan ve Hayri Nuzket) Aksaray Simitci Sakir sokak No. 18/2, Istanbul.

■ Electrolytic tinplate waste waste, assorted to size and base weight, 18″x24″ and larger, 107 lb. and lighter, in original mill export packing. $5,000; c&f. IL No. 2774. Kadri Kadioglu, Galata Arapcami, Abdusselah Sokak Kizilkaya Han 5/2, Istanbul.

Three above for Loan No. 277-H-043. U.S. origin. Quotation date February 18. Subject to GSA Defense Materials Service procedure. SBC-30.

■ **VIETNAM**—Steel rails, 30 kg., 2,000 m.t.; steel ties, 1,180 m.t.; standard type for Vietnam Railway System. Invitation No. 1080-31123. Bid deadline February 25. U.S. source. PA No. 430-660-000-4505. Central Purchasing Authority, P.O. Box H-5, Saigon. Cable, MAIDICH, Saigon. Specifications, conditions and general conditions may be obtained from Mrs. N. H. Quang, Embassy of Vietnam, 2251 R St., NW., Washington, D.C. SBC-25.

333 Primary, Smelting, Refining of Nonferrous Metals

■ **TURKEY**—Aluminum ingots, min. 99.5% purity, approx. $9,000 fob. Quotation date February 18. Nikola Zalona, Aslan Han 404, Persembe Pazar, Galata, Istanbul. SBC-32.

335 Rolling, Drawing, Extruding of Nonferrous Metals

■ **INDIA**—Cables with copper conductors. 1.1

K.V. grade, single core, .0145 sq., PICSWA cable to IS 692/57, with amendment No. 3 of October 1961 or BS 480, Part I, 1954. AID Loan No. 82. U.S. source. Bid deadline February 17. India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008, for Executive Engineer (Elec.) Delhi Aviation, New Delhi. Tender No. S/220/AID. Specifications and conditions may be obtained from the India Supply Mission, 2536 Massachusetts Ave., NW., Washington, DC. 20008. SBC-22.

■ Electrolytic copper wire bars, 324 m.t., to ASTM B-5/43, Cu. 99.90% purity min., each bar weighing approx. 250 lb.; electrolytic copper ingots, 272.9 m.t., to ASTM B-5/43, Cu. 99.90% purity min. Loan No. 386-H-082. U.S. source. Bid deadline February 20. Tender No. P/SR5/295-P/I. Ref. No. D.ENQ/882. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi. Specifications and conditions may be obtained from the India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008. SBC-35.

● **IRAQ**—Cables, dry core paper insulated lead allow sheathed, polythene jacketed (75,267 yd.); steel tape armoured (36,867 yd.); polythene insulated, polythene jacketed, armoured, outer sheath of polythene (143,751 yd.); self supporting polythene insulating and polythene jacketed (82,925 yd.); P.V.C. insulated tinned copper wire (186,527 yd.); jumper wire P.V.C. insulated, tinned copper wire twisted (28,444 yd.); various sizes and quantities of electrical parts. Tender no. 48/63, bid deadline April 5. President, Central Foreign Purchasing Board, Ministry of Finance, Baghdad.★ (Telephone: 202-WO 7-2162).

● Bare hard drawn copper conductor (15 tons), bare hard drawn stranded conductor, various sizes (1,900 drums). Notice no. 29, bid deadline February 25. Directorate General of Municipal & Rural Affairs, Baghdad.★ (Telephone: 202-WO 7-2162).

● **TUNISIA**—Supply of 34,025 yd. of cold-rolled copper pipes, 215 T-shaped red copper bars. Bid deadline February 15.

● Supply of 3.930 copper taps of various sizes and fittings. Bid deadline February 15. Both above for: Societe Tunisienne de l'Electricite et du Gaz 38, Rue de Besancon, Tunis. Specifications in French only.★ (Telephone: 202-WO 7-2162).

343 Heating Apparatus

See also SPECIAL TRADE LEADS on page 27.

SPAIN—Heating, air conditioning, ventilating combination units. Direct purchase and agency. Compañia Industrial de Generadores, S.A., (manufacturer, importer, agent), Cromo No. 3, Madrid (5). WTD 4/29/63.

344 Structural Metal Products

■ **INDIA**—Steam pipe, 8⅝" O.D., hot finished seamless steel tube, to ASA-A53, Grade B, 530 ft.; centri-screen, stainless steel throughout, for preparation of pulp for manufacture of paper; steam collecting chest; blow pits, 2; acid storage tanks for storing magnesium bisulphite acid for use in cooking of bamboo pulp, 2; acid storage tanks, 14' I.D. x 14' high inside. Loan No. 386-A-032 (DLF Loan 157). U.S. source. Quotation date March 8. IL No. P/CG/2040430/R/DL/C/H/18/CG.III. Ref. No. 13(15)/62-AID.II; cif Calcutta. India Paper Pulp Vp. Ltd., Managing Agents, Andrew Yule & Co. Ltd., 8 Clive Row, Calcutta 1. SBC-35.★

346 Metal Stampings

NETHERLANDS ANTILLES—Cooking, kitchen, household utensils; stamped and pressed; stainless steel, tinware, aluminum. W. H. Jolley Handelmaatschappij N.V.—Colon Supermarket, Roodeweg, Willemstad, Curacao. WTD 3/20/63.

349 Fabricated Metal Products

● **SUDAN**—Supply of 8,165 coil springs for Davis & Lloyd Bogies, world wide contract No. 2977 by Sudan Government Purchasing Agent, 3-5, Cleveland Row, St. James's, London, S.W.1, England. Bid deadline February 11.★ (Telephone: 202-WO 7-4816).

SYRIA—General line of automotive leaf springs. Direct purchase and agency. Suleiman Touma, (importer, commission agent), Muhardeh, Hama.

General line of automotive leaf springs. Direct purchase and agency. Agop Ohannes Zarkian, (importer, commission agent), Muhardeh, Hama.

General line of automotive leaf springs. Direct purchase and agency. Asbah & Sheikh el-Shabab, (importer, commission agent), Muhardeh, Hama.

● **TAIWAN**—Assorted valves, pipe lengths, elbows, unions, tees, flanges, different types and sizes. Tender No. GFC—17312 (S)-R, bid deadline February 12. Purchasing Dept., Central Trust of China, 68 Yen Ping South Rd., Taipei.★ (Telephone: 202-WO 7-5589).

351 Engines, Turbines

SYRIA—Diesel horizontal engines, 10 English h.p. and up to 50 h.p., to be used for agricultural purposes. Direct purchase and agency. Alaedine M.T. Hinedi, (importer, agency representative), Baron Street, Aleppo.

352 Farm Machinery

SYRIA—General line of repair parts for agricultural machinery, equipment. Direct purchase and agency. Suleiman Touma, (importer, commission agent), Muhardeh, Hama.

General line of repair parts for agricultural machinery, equipment. Direct purchase and agency. Asbah & Sheikh el-Shabab, (importer, commission agent), Muhardeh, Hama.

Wheel tractors. Direct purchase and agency. Mahfoud Bijo & Sons, (importer, commission agent), Muhardeh, Hama.

353 Construction Machinery

■ **INDIA**—Accessories for diamond drilling machine such as derricks, core barrels, core lifters, hoisting equipment, diamond casing bits and pipes; 45 items, various quantities. Loan No. 386-H-082. U.S. source. Bid deadline February 17. Tender No. SE5/1457-P/V/63. Tender fee, not refundable, $2.10. Ref. No. D/ENQ/890. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi. Specifications and conditions may be obtained from the India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008. SBC-35.

● **SPAIN**—8 mobile mounted cranes, estimated value $219,271, for use at Ports of La Luz and Las Palmas; 3 mobile mounted cranes, estimated value $90,000, for use at Port of Tarragona. Correspondence preferred in Spanish. Tender No. Boletin Oficial, Dec. 31, 63, p. 18302, bid deadline March 1. Specifications may be examined in Section 4 of the Directorate General of Ports & Maritime Signals, Ministry of Public Works, Madrid, or at subject Ports.★ (Telephone: 202-WO 7-4318).

■ **THAILAND**—230 h.p. bulldozers with blades, 7; same with blades and rippers, 6; 160 h.p. bulldozers with blades, 4; motor graders, 6; motor scrapers, 14; front end loader; double drum wheepsfoot rollers, 4; self propelled rubber tired rollers, 2. Invitation No. LP.PP.MT-1-1. 4x4 field vehicles, 14; station wagons, 5; 4x4 trucks, 20; trucks with approx. 14 ft. long platform body, 14; trucks with min. 4 cu. yds. rear dump body, 3; chassis-cab trucks, 9; trucks, 6x4, 10; 15 ton platform semi-trailers, 2. Inv. No. P.LPP.MT-1-2. 1½ cu. yd. diesel crawler shovels, 3; 1½ cu. yd. diesel crawler draglines with extra equipment, 11; ¾ cu. yd., same 3. Inv. No. LP.PP.MT-1-3. Diesel generating sets, 60, 30, 5 KW, total 21 nos.; 300 A. arc welding machines, 14. Inv. No. PL.PP.MT-1-4. 365 CFM air compressors, 10; electric motor driven air compressors, 3; wagon drills, 4; crawler rock drill. Inv. No. LP.PP.MT-1-5. Concrete mixers, 11 ft., 7, same, 6 cu. ft., 14. Inv. No. LP.PP.MT-1-6. Circular saws, 3; single surface planners, 3; mobile service trucks, 2. LP.PP.MT-1-7. Loan No. 493-H-010. U.S. source. Bid deadline February 18. The Kingdom of Thailand. Royal Irrigation Dept., Samsen Rd., Bangkok. Single copies of complete invitation to bid are available from the Office of Small Business, Rm. 2119 Barton Hall, Ohio Dr. & Independence Ave., SW., Washington, D.C. SBC-23.

354 Metalworking Machinery

■ **INDIA**—Disc type grinding wheels, ¼" bore, various types and sizes, 14 items. From Messrs. Carborundum Universal, or any other U.S. firm. Interested suppliers may provide price lists, catalogs or other descriptive material on which orders may be based in the future. A 546325/62/AU-DW/CCI. Ref. No. 65(36)/63-082/Aid(1). Loan No. 386-H-082. U.S. source. Quotation date February 23. Tata, Inc., 425 Park Ave., New York, N.Y., Agents for Tata Engineering & Locomotive Co., Ltd., Tata Industries, Pvt., Ltd., Bombay 1. Cable: TATAINC, New York. SBC-33.★

NETHERLANDS ANTILLES — Complete line of hand and power driven tools, electrical tools for home workshops. Marchena Moron & Co., N.V., (importer, wholesaler, retailer, agent), P.O. box 13, Curacao. WTD 6/26/63.

355 Special Industry Machinery

See also SPECIAL TRADE LEADS on page 27.

● **BURMA**—Rotary edge type cloth cutting machine, 36, ½ h.p., complete with 2 years' spares. Vertical edge type cloth cutting machine, one, ½ h.p., complete with 2 years' spares. Tender No. 4 MEI-64/MP/4, bid deadline February 28. People's Stores Corp., St. John's Rd., Rangoon.★ (Telephone: 202-WO 7-5589).

■ **ETHIOPIA**—Perfector offset press, paper cutting machine, printing machine, folding machine. Loan No. 663-A-002 (DLF Loan 165). World wide (899). Quotation date February 29. Mr. Bedros Aslanian, P.O. box 1889, Addis Ababa. SBC-29.

FRANCE—Box-making, carton-forming machines, automatic, semi-automatic, medium duty; related equipment for manufacturer of pasteboard containers and packaging material, corrugated, other types. Agency and eventual direct purchase. Requests replies in French. Cartonnage Stica, (manufacturers, wholesalers), 2, Rue Saint-Gabriel, Toulouse, Haute-Garonne. WTD 1/14/64.

■ **INDIA**—1-ton capacity ladle, bottom pouring, with lugs; 10″ rolling mill for making steel billets; curry air shear type pneumatic cropping shear; swaging machine; wire drawing bull blocks; wire straightening and cutting machine; centreless grinding machine, 15 items, accessories, 9 items. Ref. No. IA.094/Con/63. Messrs. Firth Sterling Steel Co., of India, Ltd., 5, Graham Rd., Ballard Estate, Bombay 1. Cable: APICAR BHANDUP, Bombay. Sub-Loan 12.

■ Abrasive hard gear finisher with tooling, accessories and spares; precision internal grinder, hydraulic power unit; chucking multitool auto lathe; honing machine; plain centreless grinder with in-feed attachment; duplex hydromatic milling, suitable for hook milling. Ref. No. LA.396/A/Con/63. M/s. Automobile Products of India, Ltd., Agra Rd., Bhandup, Bombay 78. Cable: APICAR BHANDUP, Bombay. Sub-Loan No. 7.

Both above for Loan No. 386-H-062 (AID Loan No. 36). Quotation date February 15. SBC-24.★

■ Complete plant for the manufacture of iron and steel tubes and pipes, in size range of ⅜″ to 6″ dia., 111 items. Loan No. 386-H-062 (No. 36) U.S. source. Ref. No. LA.696/Con/63. Sub Loan 13. Quotation date February 15. Messrs. Bharat Steel Tubes, Ltd., 14-15/F Cannaught Place, New Delhi 1.

■ Lime stone crushing plant, primary crusher, secondary crusher, raw cement mill wet process grinding, rotary cement making kiln, 12 items. Ref. No. LA.294-A/CON/63-28281. Loan No. 386-H-062 (No. 36). Sub Loan 15. Quotation date February 15. Messrs. Kalyanpur Lime & Cement Works, Ltd., 2 & 3 Clive Row, P.O. box 2236, Calcutta. SBC-23.★

INDONESIA—Information, quotations on a small to medium-sized complete factory for manufacturing plumbing equipment, especially water pipes; also wishes to manufacture in the plant small pipes for carrying and protecting electrical wires in buildings and homes. P. T. Rambi Baru (exporter, importer, manufacturer), Djl. Panggung 20, Surabaya.

NORTHERN IRELAND—Meat packing plant machinery with motorized conveyors; prices cif Belfast. Ulster Fatstock Co., (exporters), Railway St., Ballymena, County Antrim.

■ **PAKISTAN**—Geared taper side bottom discharge crane ladles with geared discharge mechanism and universal bail capacity 10,000 lb. steel. Control No. 717. Annealing furnace, batch or continuous type, electric or gas fired, for mild steel draw blanks and cups, few ounces to 5 lb., wall thickness .040, 120 inches average, capacity 2000 lb. per 8 hr. shift, natural gas 1100 BTU per cu. ft., 30 PSI max. gas pressure. Electrical requirements for General Equipment specification. Control No. 868. Shot blast machine, to handle 90 pcs. per hr. Control No. 905. Shot blast machine for cleaning small steel parts from a few ounces to 5 lb. in weight, deep draw blanks 8 cups, average wall thickness range 0.40-.120 inches. Present capacity 2000 lbs/shift. Include prices for recommended sizes of shot and/or abrasives. control No. 867. Loan No. 391-A-038 (DFL No. 170). U.S. source. Bid deadline February 20. Chairman, P.O.F. Board, WAH Factories Project, Government of Pakistan, WAH Cantt, West, Attn: D.I.C.R. Additional information and detailed specifications may be obtained from Ebasco Services, Inc., 2 Rector St., New York, N.Y., Attn: J.D. Cassidy. SBC-31.

356 General Industrial Machinery

■ **CHINA**—Submersible pump, direct coupled with motor with 4′ of conductor wire, 3 phase 208/220 volt, 60 cycle, 3450 RPM, 1½, 2, 3, 5 h.p., total 35 Nos. Packed in strong wooden cases for export. Shipment by U.S. flag vessel. Import License No. BOC-00207. PA No. 484-000-253-3214. U.S. source. Quotation date February 12. Young Chen Enterprise Co., Ltd., 12-3, Lane 65, Chung Shan North Rd., Sec. 2, Taipei, Taiwan. SBC-29.★

GERMANY—Pumps: diaphragm, sludge types; for chemical liquids. Neuzeitliche Elektro- und Motorentechnik GmbH (manufacturer, importer, exporter, wholesaler), Schlossstr. 16, 54 Koblenz. WTD 5/25/61.

■ **INDIA**—Radio frequency induction heating unit, Lepel Model T-10-3, 2½-5 Mc unit or equal, primary saturable reactor control, 220 volts, 50 cycles, 3 phase. Inquiry No. 635. Requisition No. 1069 Che E223. Quotation date February 16.

■ Count rate meters, Baird atomic Model 432A, or equal; scalers, Baird atomic model 134, or equal. Inq. No. 668. Req. No. 1077 Phys. 299/R-246 298/R-245. Quotation date February 7.

Both above are limited world wide (898). Quotations should be addressed to: Mr. Robert E. Johnson, Purchasing Agent, Educational Services Inc., Kanpur Indo-American Program, 164 Main St., Watertown, Mass. SBC-29.★

■ High frequency induction melting furnace, capacity 300 kg/hr. frequency 150 or 800/1000 cycles, complete with automatic pyrometer control and electricals for 3 phase, 50 cycles, 400 volts. Long list of equipment, accessories. Import License No. 978583/DFL/157/62/HQ/CG.IV. Ref. No. 11(1)/63-AID.II. Loan No. 386-A-032 AID No. 157. U.S. source. Quotation date March 6. The Indian Smelting & Refining Co., Ltd., Industry House, 159 Churchgate Reclamation, Bombay 1. Cable: ISARC, Bombay. SBC-33.★

■ Air compressor, gas turbine driven, Boeing Model 502-12B or equal, new and unused, with accessories; 28 items. Limited world wide (898). Quotation date February 21. Requisition No. 1081, ME 22. Inquiry No. 722. Quotations should be submitted to Mr. Robert E. Johnson, Purchasing Agent, Kanpur Indo-American Program, 164 Main St., Watertown, Massachusetts. SBC-36.★

■ **PAKISTAN**—Ball bearings, int. dia. 17 mm., o.d. 40 mm., width 12 mm.,; i.d. 20 mm., o.d. 45 mm., width 14 mm. One side sealed, alternatively both sides sealed, similar to SKF type 6203-ZZ and 6204-ZZ. Import License No. 293281. Loan No. 391-H-066. U.S. source. Quotation desired by February 20. Khan-Elin Corp., Ltd., Batali Hills, Chittagong. Cable: KHANELIN, Chittagong. SBC-31.

● **TAIWAN**—Pumps, centrifugal, 5, with electric motor drive. Tender No. GFA 17661K, bid deadline February 11. Purchasing Dept., Central Trust of China, 68 Yen Ping South Rd., Taipei.★ (Telephone: 202-WO 7-5589).

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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357 Office, Computing Machines

● **THAILAND**—Scales, 6 sets; 15-ton capacity for weighing vehicles, size of weighing platform not less than 2.70 x 6.50 m., either wood or concrete, with automatic time recorder using AC 220V 50 cycles, complete with registering card. Tender 2/2507, bid deadline February 26. The Department of Transport, Ministry of Communication, Rajadamnern Ave., Bangkok. Tender forms, full particulars are obtainable at the Stores Section.★ (Telephone: 202-WO 7-3518).

358 Service Industry Machines

See also SPECIAL TRADE LEADS on page 27.

■ **GREECE**—Compressors and condensing units, from 10,000 BTU/hr, up to 1,000,000 BTU/hr, or refrigerator one ton up to 100 tons, fan evaporators, water chillers, fan coil units, central type air units, cooling towers, package units, approx. $35,000. Quotation date February 24. Thermostatic expansion valves, vanes, filters, dryers, thermometers, manimetres, for refrigeration, approx. $20,000. Quotation date February 16. Loan No. 240-H-028. U.S. source. Electrorefrigeration, S.A., 79 Iera Odos, Athens 301. SBC-29.

NORTHERN IRELAND—Refrigeration equipment for chilling beef; prices cif Belfast. Ulster Fatstock Co., (meat exporters), Railway Street, Ballymena, County Antrim.

359 Machinery

■ **VIETNAM**—Machine shop equipment: lathes, 2 ea.; milling machine; drill; tool and cutter grinder; trolley beams with hoists; power hacksaw; pipe threader; pedestal grinder; cutting tools, accessories, one set. Spec. No. 114. Bid deadline March 18. U.S. source. Loan No. 430-A-006 (DLF-163). National Office for Re-equipment of Installations for Production & Distribution of Electric Power (ONDEE)—C/o Gibbs & Hill, Inc., Consulting Engineers, 393 Seventh Ave., New York, N.Y., where specifications, instructions to bidders, material lists, contract terms, conditions are available to qualified suppliers. SBC-25.

361 Electrical Transmission, Distribution Equipment

■ **CHINA**—Single spindle Recipromatic diesinking milling machine, one set; wattmeter, Hickok portable No. 13, 2 sets; wattmeter, Hickok polyphase No. 19, one set; ammeters, AC No. 441, DC No. 440, portable, 2 sets each; voltmeters, AC No. 13, DC No. 440, portable, 2 sets each; frequency meter, pocket portable, No. 481; all Hickok or equal. PIO/C No. 484-J-61-AC-9-30109. U.S. source. Bid deadline February 22. Invitation No. US-B1013-1. Central Trust of China, Purchasing Dept., 49 Wu Chang Jie, 1 Sec., Taipei. Cable: TRUSTPUR, Taipei. SBC-36.

■ **INDIA**—Duplex control boards, carrier communication and relaying, master frequency time control and annunciator system for Talcher Thermal Power Station. Loan No. 386-A-044 (AID Loan 190). Bid deadline February 18. Tender No. S/Project/3239-P/Talcher/D.C.Boards/VA. Tender fee, not refundable, $12.25. Ref. No. D/ENQ/900.

■ Switchgear, 11,000 and 3,300 volts, for Talcher Thermal Power Station. Loan No. 386-A-044 (AID Loan 190). Bid deadline February 17. Tender No. S/Project/3236-P/Talcher/Switchgear/VA. Tender fee, not refundable, $14.70. Ref. No. D/ENQ/899.

■ Switchgear, 416 volts, for Talcher Thermal Power Station. Loan No. 386-A/044 (AID Loan 190). Bid deadline February 17. Tender No. Project/3235-P/Talcher/Switchgear/VA. Tender fee, not refundable, $14.70. Ref. No. D/ENQ/896.

Three above, U.S. source. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi. Specifications and conditions may be obtained from the India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008. SBC-35.

■ **THAILAND**—Kilowatt hour meters, single phase, two wire, 220 volts, A.C., 50 cycle, 5(15) amperes, 60,000 each. Supplied with suitable long terminal cover with two neoprene sealing grommets for two conductors, No. 6 AWG service entrance cable, 10 mm. OD; terminal adapters for use with kilowatt hour meters, 120,000 each. Satisfactory for terminating two conductors No. 6 AWG service entrance cable. Invitation No. PDC-MEA-177. Loan No. 19. World wide (899). Bid deadline February 25. Purchase & Stores Division, Metropolitan Electricity Authority, 121 Chakraphet Rd., Bangkok. Cable: METELEC, Bangkok. Single copies of complete invitation to bid are available from the Office of the Economic & Financial Counselor, Embassy of Thailand, 2490 Tracy Place, NW., Washington, D.C. 20008. SBC-27.

363 Household Appliances

See also SPECIAL TRADE LEADS on page 27.

● **AUSTRALIA**—Supply of 4,000—56" ceiling fans with speed regulators to operate on 220/250 V., A.C., 50 cycles. Schedule No. CW.118, bid deadline 12 noon, February 25. The Director of Works, Commonwealth Department of Works, (Contracts Section, 7th Floor), Commonwealth Bank Bldg., 225 Bourke St., Melbourne, C.1., Victoria.★ (Telephone: 202 WOrth 7-5346).

SPAIN—Refrigerators, air conditioners, heaters; electrical, 110 and 220 v, a.c. Direct purchase and agency. Compañia Industrial de Generadores, S.A., (manufacturer, importer, agent), Cromo No. 3, Madrid (5). WTD 4/29/63.

364 Electric Lighting, Wiring Equipment

■ **INDIA**—Pedestal insulator, 132 KV, 4-unit stack, 2000 sets; pedestal insulator, 33 KV, 1-unit, 3000 sets; single strain line insulators, 10-unit, 280 sets; double strain insulators, 10-unit, 25 sets; all complete with accessories and hardware. Single strain assembly for stringing one copper conductor, 200 sets; socket eyes, 200 each; strain clamps, 200 each. Loan No. 386-A-021 (AID Loan 125). U.S. source. Bid deadline February 17. Tender No. Project/3210/P/DVC/Insulators/V. Tender fee, not refundable, $8.40. Ref. No. D/ENQ/887. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi. Specifications and conditions may be obtained from the India Supply Mission, 3546 Massachusetts Ave. NW., Washington, D.C. 20008. SBC-35.

● **IRAQ**—Supply of 10,000 fluorescent tubes and 38,000 electric lamps of various wattages. Tender Notice No. 51/63, bid deadline February 16. Central Foreign Purchasing Board, Ministry of Finance, Baghdad.★ (Telephone: 202-WO 7-5346).

● **TRINIDAD**—Fluorescent street lighting fixtures, 2,000. Bid deadline February 18. Purchasing Officer, Trinidad & Tobago Electricity Commission, 63 Frederick St., Port of Spain.

365 Radio, Television Receiving Sets

SINGAPORE—Radio phonographs. Television receivers, 23" screens. Sets should conform to CCIR 625 line system, adaptable to 230 volts, 50 cycles AC. Importer and exporter requests replies from manufacturers with price quotations cif Singapore. Prices must be competitive. Sin Soon Guan Ltd., 47 Telok Ayer St., Singapore 1, WTD 8/20/63.

366 Communication Equipment

● **IRAQ**—Supply of 500 desk type telephone sets. Tender No. SIGS/12/1963, bid deadline February 23. Terms, specifications may be obtained from: Directorate of Contracts & Purchases, Ministry of Defense, Baghdad, for $1.40 per copy.

SINGAPORE—Television antennas. Importer and exporter requests replies from manufacturers with price quotations cif Singapore. Prices must be competitive. Sin Soon Guan Ltd., 47 Telok Ayer St., Singapore 1. WTD 8/20/63.

371 Motor Vehicles, Motor Vehicle Equipment

See also SPECIAL TRADE LEADS on page 27.

■ **PAKISTAN**—Willys Jeeps, or equal, 4 wheel drive, 4 each; one ton pick-up; ambulances, fully built-up, factory finished, equipped with heating, air conditioning arrangements, 3 each; busses, approx. 10 passenger, 2 each; motor truck, 3 ton capacity, diesel engine. All tenderers shall quote for essential parts for vehicles to cover 2 years' requirements and submit prices for heavy duty equipment or available accessories not shown on the specifications. Tender No. P5/EC2/178/62. Loan No. 391-H-056. U.S. source. Bid deadline February 15. Office of the Controller of Stores, Purchase, Pakistan Eastern Railway, Pahartali, Chittagong, East. Cable: EBSTORES, Chittagong. Detailed specifications may be obtained from the Consulate General of Pakistan, 12 E. 65th St., New York, N.Y., Attn: Mrs. Caparelli. SBC-31.

■ **PANAMA**—Automotive equipment consisting of pick-ups, trucks, station wagons, various quantities, descriptions, 38 items. Loan No. 525-L-005. U.S. source. Bid deadline February 17. Specifications and Form of Proposal are on file at the Office of the Instituto de Acueductos y Alcantarillados Nacionales, Box 5234, Panama, upon payment of $15.00 for each set; and at the Office of Greely & Hansen, Engineers, 14 E. Jackson Blvd., Chicago, Illinois. SBC-27.

SYRIA—General line of automotive replacement parts. Direct purchase and agency. Agop Ohannes Zarkian, (importer, commission agent), Muhardeh, Hama.

■ **TURKEY**—Mopar parts, or equals, long list of part Nos., descriptions, quantities. Import License No. 002637. Oto San, Filibos Tabakoglu, Taksim, Feridiye Cad. No. 2/C. Istanbul.

■ Various spare parts for Chevrolet cars and trucks; genuine GM parts, or equals. IL No. 2636; 2635. Eker Ithalat-Orhan Eker, Beyoglu, Taksim Caddesi No. 43, Istanbul.

Both above for Loan No. 277-H-043. U.S. source. Quotation date February 18. SBC-32.

■ Automotive spare parts, various Chevrolet port Nos., group Nos., descriptions, quantities. Loan No. 277-H-043. U.S. source. Import License No. 2645. Quotation date February 14. Hemi Sertel ve Benjamin Mizrahi Koll. St., Emionou Ipciler Bugdayci Sokak No. 2, Istanbul. Cable: SERMIZ, Istanbul. SBC-22.★

373 Ship Building, Repairing

■ **PAKISTAN**—80-ft. steel survey vessel; 50-ft. steel pilot vessel; 65-ft. dispatch launch; 40-ft. mooring and utility launch; small tug, 65 to 90 ft., 500 B.H.P.; steel barge, 300 ton capacity; 8 to 10 ft. buoys with lanterns, lights, anchor and chain, 30 Nos.; heavy duty swinging mooring buoy to moor ships. Ref. No. Y-894-4. Loan No. 391-4-057. U.S. source. Quotation date February 17; direct to Frederic R. Harris, Inc., Consulting Engineers, 144 E. 44th St., New York, N.Y., for Government of Pakistan, Chalna Anchorage Project. SBC-29.★

374 Railroad Equipment

■ **INDIA**—Diesel electric locomotives, 5, complete with engine, transmission, driver's control, instruments, to be used on broad gauge track, 1675 mm., tractive effort, 11,000 kg., fas with break-up for c&f and cif, Calcutta. Purchaser's No. ASP/PUR/GT-2(I)/62/G(X). Loan No. 386-H-082. U.S. source. Quotation date February 15. General Manager, Hindustan Steel, Ltd., Alloy Steels Project, Waria Station Approach Rd., Durgapur, 8, West Bengal. SBC-26.

● **NEW ZEALAND**—Basic information necessary for the manufacture and supply of meter gauges, manganese steel crossing frogs, capable of replacing as a unit 91-lb. NZR rail. Global tender No. NZR. 64/38 by Comptroller of Stores, New Zealand Railways, Wellington, C. 1. Bid deadline February 26. Sample tender, with drawing, may be reviewed in Rm. 4320, Transportation Equipment Division, BDSA, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-4816).

381 Laboratory, Engineering, Scientific Equipment

■ **AFGHANISTAN**—Metric gauges; tension grips; block testing sets; proving rings. Long list of equipment Nos., descriptions, quantities; Soiltest, Inc., or equivalents. U.S. source. Quotation date February 24. Quotation No. KABUL WP-44. Fob Cambridge, Massachusetts, for eventual shipment to Kabul. Quotations should be submitted to: Mr. Robert E. Johnson, Purchasing Agent, Educational Services Inc., 164 Main St., Watertown, Massachusetts. SBC-35.★

■ **INDIA**—Accessories to the electron paramagnetic resonance spectrometer, Varian Associates, or equal, various Nos. for rotating cavity, optical transmission cavity, graphic recorder for 50 cps, liquid helium, variable temperature, field homogeneity control system for 9" magnet. All equipment for 230 volt, 50 cycle operation, Inquiry No. 684. Limited world wide (898). Quotation date February 23. Requisition No. Phys. 1075 23/R-183. Quotations should be directed to: Mr. Robert E. Johnson, Purchasing Agent, Education Services Inc., Kanpur Indo-American Program, 164 Main St., Watertown, Massachusetts. SBC-31.

■ High temperature attachment for X-ray diffraction equipment, Model 5X-2B, complete with furnace instrument and dual temperature control system, Tem-Pres Research or equivalent; spares. Inquiry No. 718. Requisition No. 1079 MET/E-73. Quotation date February 24.

■ Linear amplifier, non-overloading, Baird Model 215 or equivalent. Inquiry No. 720. Requisition No. 1077 Phys. 307. Quotation date February 14.

Both above limited world wide (898). Quotations should be submitted to: Mr. Robert E. Johnson, Purchasing Agent, Educational Services Inc., 164 Main St., Watertown, Mass. SBC-35.★

■ Controlled cycling extraction unit, Cannon Instrument Co. or equivalent, model CCE controlled cycle extractor with both teflon and

stainless steel sieve plates, equipped for plug-in operation to 230 volts, 50 cycles, A.C. Inquiry No. 625. Requisition No. 107 Ch. E. 231/63. Quotation date March 4.

■ Plane circular grating, Jarrell-Ash or equal, in mount, ruled area 102 x 102 mm., 3000 grooves/mm., blazed for 10,000 A in the first order; yields first order dispersion of approx. 44 A/mm., to be used with Jarrell-Ash plane grating spectograph F/6.3, cat. No. 13800. Plane circular grating, Jarrell-Ash or equivalent, 2 each, in mount, ruled area 102 x 102 mm., 1200 grooves/mm., blazed for 3000 A in the first order, dispersion approx. 10 A/mm., cat. No. 13842. Inquiry No. 629. Requisition No. 1069 Ch. E. 219/63. Quotation date February 16.

Both above limited world wide (898). Quotation should be addressed to: Mr. Robert E. Johnson, Purchasing Agent, Educational Services Inc., Kanpur Indo-American Program, 164 Main St., Watertown, Massachusetts. SBC-25.

384 Surgical, Medical, Dental Instruments, Supplies

○ **IRAQ**—Supply of surgical dessings, various sizes, quantities. Tender No. 54/63, bid deadline March 1. Central Foreign Purchasing Board, Ministry of Finance, Baghdad.★ (Telephone: 202-WO 7-2939).

NETHERLANDS ANTILLES—Bandages, adhesive tape for home use. W.H. Jolley Handelmaatschappij N.V.-Colon Supermarket, Roodeweg, Willemstad, Curacao. WTD 3/20/63.

● **TUNISIA**—Hospital supplies, medical and surgical equipment. Bid deadline February 15. Terms and specifications in French. Secretariat d'Etat a la Sante Publique et aux Affairs Sociales, Blvd. Farhat Hached, Tunis.★ (Telephone: 202-WO 7-2939).

385 Pens, Pencils, Office, Artists' Materials

● **IRAN**—Pencils: 110,000 copying, 75,000 black lead, 65,000 double-colored lead. Bid deadline February 15. Foreign Transactions Co., Shah-Reza Ave., Alborz St., Tehran.★ (Telephone: 202-WO 7-5346).

SOUTH AFRICA—Clip boards. Direct purchase from manufacturers or exporters. C. E. Folkey (Pty) Ltd., (importer, distributor), 17 Bertha St., Braamfontein, Johannesburg. WTD 1/8/64.

● **THAILAND**—Pencils, 73,698, various types; 7,700 typewriter erasers. Tender No. 23/2507, bid deadline February 10. Samples and deposit required. Quartermaster General's Dept., Ministry of Defense, Bangkok.★ (Telephone 202-WO 7-5346).

396 Costume Jewelry

JAPAN—Costume jewelry made of precious and semi-precious stones. Requests replies from manufacturers. Direct purchase and agency. Taisei Trading Co., Inc., (importer, exporter, manufacturer), 114 Kitanagasa-dori 4-chome, Ikuta Ku, Kobe.

399 Manufacturing Industries

■ **GUINEA**—Drawing, carbon, tracing papers; plastic bottles, drawing instruments; fountain pens; compasses; radiograph sets; erasers, erasing shields; drafting powder; drafting tapes; filing cabinets; caddy racks, folding tables; hammer and hatchets; ring binders. 14 pages, various commodities. Contract No. AID/afe-25. Quotation No. TVS/G-163. PIO/C No. 675-N-61-AA-3-20002. U. S. source. American Organization for Rehabilitation Through Training Federation, 222 Park Ave. S., New York, N.Y. Single copies of detailed specifications may be obtained from the Office of Small Business, Agency for International Development, Rm. 2120, Barton Hall, Ohio Drive & Independence Ave., SW., Washington, D.C. SBC-27.

■ **VIETNAM**—Miscellaneous commodities, such as, abrasive belts and discs, stools, chairs, cabinets, micrometers, gauges, bellows, wrenches, drills, chisels, scissors, files, vises, hammers, screw drivers, mallets, tweezers, pliers, pinch bars, various screws, various quantities, 632 items. Inv. No. 1067-20123.

■ Various commodities such as gauges, lapping arbor, wrenches, condensers, bottles, clamps, funnels, photometer, cryptometer, rulers, tape recorders, recording tape, developer and splicer, 135 items, various quantities. Inv. No. 1069-20123.

Both above for PIO/C No. 430-271-9-30405. U.S. source. Bid deadline February 21. Specifications, conditions, general conditions may be obtained from: Mrs. N. H. Quang, Embassy of Vietnam, 2251 R St., NW., Washington, D.C. SBC-22.

■ Miscellaneous items, such as, pliers, slip roll machine, paint sprayer, arbor press, heat treating furnace, transformer, various electrical apparatus, copyflex machine and accessories, generator, band saws, lathe, drills, grinder and enamel, small quantities, 109 items. Invitation No. 1058-11123. PIO/C No. 430-271-9-30414.

■ Miscellaneous commodities, such as, arbor press, utility blower, soldering gun, regulator, various electrical apparatus, generators, grinders, electric drill, micrometer caliper, screen plates, mimeoscope and ink pads, 103 items, small quantities. Inv. No. 1059-11123. PIO/C No. 430-271-9-30419. U.S. source.

■ Various commodities, such as, metallic tubing, fittings, various electrical apparatus, technical literature, sound system, electronic stromboscope, drills, grinders, speed indicators, photoelectric control, transformers, circular blade saw and accessories, various quantities, 645 items. Inv. No. 1068-20123. PIO/C No. 430-271-9-30405.

Three above for Central Purchasing Authority, P.O. Box H-5, Saigon. Bid deadline February 14. Cable: MAIDICH, Saigon, SBC-22.

Leads for Importers

224 Narrow Fabrics

FRANCE—Manufacturer wishes to sell direct and/or through agents decorative braid or plaits for manufacturers of straw hats, in various colors; average length of braid piece, 100 meters (338 ft.). Available in cardboard containers of 80 pieces each. Claude France Fils (Anciens Etablissements L. France), Septfonds, Tarn-et-Garonne.

225 Knitting Mills, Products

FRANCE—Manufacturer wishes to sell women's novelty knitted wear. Ets. Perfils, 88-88bis, rue du Faubourg-du-Temple, Paris 11e. Replies in French requested. WTD 3/6/63.

230 Apparel

CHILE—Manufacturer interested in contacting importers of woolen knitwear, particularly sweaters. Leon Telias e Hijos Ltda., 1242 Rosas, Casilla 910, Santiago. WTD 5/22/63.

250 Furniture, Fixtures

GERMANY—Manufacturer wishes to sell steel tubular revolving chairs, easy chairs, used in offices; steel tubular chairs, tables; steel tubular chairs which can be stacked; steel school furniture; garden, terrace furniture; chairs for hair dressers; special chairs for medical purposes; steel tubular stools; collapsible tea trolleys. Firm offers 250 different types of steel tubular furniture. Drabert Soehne, 13-17 Wilhelmstrasse, Postfach 266, 495 Minden/Westf. WTD 4/29/63.

283 Drugs

SWEDEN—Natural all-vitamin preparations such as tablet (internal use) for hair nourishment and pigmentation. AB Carls-Bergh Biokemisk Farmaceutisk Fabrik, Box 47024, Goteborg 47. WTD 1/3/64.

284 Lotions, Sachets

FRANCE—Dried lavender in small plastic sachets; lotions and toilet preparations (lavender essential oil) in small glass bottles, tubes or flasks. Direct or through agents. Olivier Poujade, 15 Ave. de la Madeleine, Gourdon, Lot. WTD 6/17/63.

314 Footwear, Except Rubber

BELGIUM—Leading ladies' shoes manufacturer offering all types of ladies' shoes, including sport shoes. Anciens Etablissements Defauw Freres, 85 rue de Gand, Izegem. WTD 5/16/63.

355 Special Industry Machinery

BELGIUM—Manufacturer interested in sale and distribution of bandsaws in Middle West and Pacific Coast. S. A. Taecke Fils & Co., 93, rue Champ de L'Eglise, Brussels. WTD 6/20/63.

FRANCE—Special carding machines, patented, sold under the trade name of "Cardoflex", light weight (6 lb. ea.), driven by electric motor (1/5 HP, 110-220 volts, 7500 HPM), reportedly individual flexible instruments suitable for delicate carding, leather stoning, finishing operations by manufacturers specializing in production of cemented shoes, of Louis XV style shoes, related footwear. Each machine available with assortment of carding tools (burrs, teasels), carding brushes, other appropriate attachments. Depot de Cuirs et Crepins (Societe D.C.C.), 74 Rue de Belleville, Bordeaux, Gironde. Pamphlets will be mailed upon request to interested shoe makers. WTD 1/8/62.

364 Electric Lighting, Wiring Equipment

GREECE—Firm seeks importers for electric bulbs. Ap. Baritakis & Co., Import-Export Representations, 57 Academias St., Athens.

509 Wholesalers

HONG KONG—Exporter offering items of general use such as sporting articles, plumbing supplies, furniture compounds, umbrellas. Asiatic European Corp. Ltd., 1425/1429 Central Bldg., Hong Kong. WTD 5/14/62.

Exporter wishes to sell ball pens, flashlights, lanterns, leather belts, wallets, watch crystals, bands, key chains, imitation jewelry, confectionary, sunglasses, aluminum and plastic ware, cigarette lighters, ashtrays, hair bands and clips, body warmer, plastic items such as flowers, toys, buttons, belts, bags. Mansion Trading Co., P.O. Box 13482. Samples and catalogs will be sent to U.S. inquirers upon request. WTD 9/20/63.

Construction Projects

Supplementary information on items followed by (★) is available to U.S. firms domiciled in the United States from the Trade Opportunities Staff, Business and Defense Services Administration, U.S. Department of Commerce, Washington, D.C. 20230 or telephone: 202—WO 7-4674 in Washington.

AUSTRALIA—(1£=US$2.25). A **redevelopment project** has been proposed to the Sydney City Council by the New South Wales Rugby League (the governing body in the state for the Rugby League football) to convert 88 acres of waste land to a **modern sport center.** The main feature of the plan is a Rugby League football stadium capable of seating 120,000 spectators, 96,000 of them under cover. Estimated cost is approx. US$18 million. The second stage of the scheme includes a sports **arena,** and olympic **swimming pool,** and **amphitheater, squash courts, tennis courts, hockey and basketball fields, children's playgrounds** and adequate **parking facilities.** The total cost of the project is estimated at £15 million. The City Council has approved the project and is to invite public tenders for the execution of the work this week. Tender documents have not been issued yet. Interested firms may contact: Sydney City Council, Town Hall, Sydney, NSW.

ENGLAND—(1£=US$2.80). The Central Electricity Generating Board is building an **oil-burning power station** at an estimated cost of $196 million on the west bank of Southampton Water southeast of Fawley near the Esso refinery, with an installed capacity of 2000 MW when it is fully operational in 1969. The main plant (first of a new cycle of stations to use 500MW sets) will comprise four 500 MW turbo-generators and four oil-fired boilers. The station will burn more than two million tons of oil a year. Contact: Central Electricity Generating Board, London.

GUATEMALA—(10 Quetzal=US$10). The Inter-American Development Bank approved a US$3,150,000 loan to help finance the construction of a **13,000-kilowatt hydroelectric plant** which will increase the supply of electric power for Guatemala City. The project consists of the construction of the **13,000-kilowatt plant,** a **reservoir,** such supplementary installations as **approach roads,** and a **55-kilometer transmission line** to Guatemala City.

The project at Los Esclavos is the first in a 12-stage US$75 million hydroelectric program through which 340,000 kilowatts of generating facilities in the country with be installed over the next fourteen years.

The loan by the Bank will cover 61 per cent of the cost of constructing the plant at Los Esclavos, located about 50 kilometers southeast of Guatemala City on the Inter-American Highway. The total cost of the project is US$5,121,000. Contact: Istituto Nacional de Electrificacion, Guatemala City.

HONDURAS—(10 Lempira=US$5.00). The Republic of Honduras will build 13 "farm to market" **roads** ranging in length from 1.5 to 25 kilometers in the Sula Valley, located in the northern section of Honduras, total length of the roads to be 113 kilometers. This project is being financed as the result of a US$1,585,000 loan from the Social Progress Trust Fund of the Inter-American Development Bank, which covers 76% of the total cost. The remaining 24% will be contributed by the Government of Honduras. Contact: The General Highway Division, Dept. of Communications & Public Works, Tegucigalpa.

INDIA—(100Rupee=US$21.00). The International Finance Corp. has agreed to provide $3,155,000 for the construction and operation of an **alloy steel plant** to produce alloy steels used in mechanical industries, such as machine tools and automobiles.

The agreement is with an Indian industrial company, The Mahindra Ugine Steel Co. Ltd., for the construction of a plant in the State of Mararashtra at Khopoli, 65 miles from Bombay, to become operational in 1966; total cost, 65 million rupees.

The Indian sponsor of the project is Mahindra and Mahindra Ltd. of Bombay, manufacturers of jeeps, trailers and various machinery. Also a sponsor is the technical adviser of the project, a French firm, Societe d'Electro-Chimie d'Electro-Metallurgie et des Acieries Electriques d'Ugine (Ugine), an alloy steel producer in Europe. The firm will provide MUSCO with technical know-how and assistance in the construction and operation of the plant and staff required for its operation. Contact: International Finance Corporation, 1818 "H" St. NW., Washington, D.C.

NETHERLAND ANTILLES—(NAFls 10=US$8.00). A summary report is available on loan to U.S. businessmen summarizing the publicly announced plans for **hotel construction** in Aruba, St. Eustatius, Bonaire, Curacao, and St. Martin.★

NORWAY—(10Kroner=US$1.40). It has been reported that the Norton International Co. Inc., U.S. manufacturer of abrasives, plans to build a **factory** in Lillesand at an estimated cost of 30 million kroner. The factory would provide employment for two to three hundred workers. Contact: Norton International Inc., 50 New Bond St., Worcester, Mass.

PAKISTAN—(10 Rupee = US$2.10). An eight year program costing US$31.5 million to reconstruct thirteen berths at the Karachi East **Wharves** having been completed, further **expansion** and **reconstruction** projects are being implemented to include the reconstruction of East Wharves Nos. 1-4; construction of: three additional **deep-water berths** at the West Wharf; a **new oil berth; deepening** the **main shipping channel.** These projects are to be completed by 1968 at an estimated cost of US$35 million. The following specific details are available:

East Wharves Reconstruction Project: The salient features of the project just completed include the construction of a new 6670 foot quay wall with an operational berthing depth of 34 feet at low tide. Eight berths are 484 feet long, five are 550 feet. On the 93-foot-wide quay apron, three railway tracks and a crane track have been laid. There are in use 48 Krupp-Ardelt portal, travelling level luffing cranes with three ton lifting capacity. Five prestressed concrete transit sheds have been built, each with 100,000 sq. ft. of covered storage space. Adjacent to them are 632,000 sq. ft. of transit plinths and 687,000 sq. ft. of overflow plinths, as well as an additional 845,000 sq. ft. for storage plinths. A new railway yard has been set up, roads have been constructed, and an overbridge built.

New Oil Berth: This will be 235 feet long and 35 feet wide to accommodate tankers of T-2 type with drafts of up to 36 feet. The project is to begin this month, with a contract let to the French firm, Sainrapt-et-Brice. It is expected to be completed by July, 1965 at a cost of US$2.2 million.

Deepening and Widening of the Main Channels: This project is designed to facilitate access to the oil pier. The present channel is only 600 feet wide and presents serious navigational difficulties. Tankers, not exceeding 500 feet in length, must be berthed in daylight hours. 5,000 feet of channel are to be widened from 600 feet to 1100 feet and deepened to 34 feet at low tide. Fixed moorings at the western edge of the channel will be removed and relaid 100 feet to the west beyond the boundary of the widened channel. The project is scheduled to begin in the autumn of 1964 and will cost US$3.74. million.

Addition to West Wharves: A 1800-foot quay quay wall is to be built providing three new berths of 500, 600, and 700 feet respectively with an operational draft of 34-38 feet. A modern, two-story passenger terminal and transit shed will be constructed opposite the 700 foot berth. Construction is scheduled to begin late in 1964 or early 1965 and will be completed in 1968-1969 at a cost of US$15.4 million.

Reconstruction of East Wharves: Berths Nos. 1-4 are to be rebuilt by the construction of a 2,050 foot quay wall with four deep water berths: three will be 500 feet long, the fourth 550 feet; the working depth 34 feet; also, a return wharf 370 feet in length with a 24-foot draft; a Commissariat wharf 550 feet in length with a 10-20 foot draft; and double-storied sheds will be constructed opposite berths Nos. 1 and 2 to accommodate cargo as well as passengers. The work is to begin in late 1964 and will take four years to complete at a cost of US$13.4 million.

Rehabilitation of the Manora Breakwater: This project is designed to reinforce the breakwater to prevent damage to it as a result of heavy seas during the monsoon. Armoring blocks are to be provided along its length. Its costs will be US$1 million. U.S. firms may obtain additional information by contacting The Director, Karachi Port Trust, Karachi, West Pakistan.

PHILIPPINES—(100 Peso=US$27.00). The United States and the Philippines signed a $62.3 million Export-Import Bank loan which will help finance the first integrated **steel mill** to be built in the Philippines.

The big project has been under consideration for 12 years and under active negotiation with the Export-Import Bank over the past six years.

Construction is expected to begin by the first of July at the plant site on the Island of Mindanao in the southern Philippines. Initial calculations as to the production capacities for the Iligan Mill are set at 230,000 annual tons of finished products. The plant is designed for an ultimate production rate of one million tons per year. Contact: Export-Import Bank of Washington, 811 Vermont Ave. NW., Washington, D.C.

SOUTH AFRICA—(1Rand=US$1.41). The Anglo-American Corp. and the South African Breweries recently announced that they had formed a consortium which would construct a **30 story,** R20,000,000 **"Rockefeller Center"**

including a R4,000,000 **hotel** which will contain 400 to 600 air conditioned rooms. Construction probably will not begin until 1965.

Mr. D. B. Hoffe, manager of the Anglo-American Corp., 45 Main St., Johannesburg, recently stated that specific design planning for the project would begin in the spring of 1964. The Anglo-American Corp. is interested in receiving details of **services** which might be available **from** U.S. **architects, consulting engineers, furniture** and **kitchen** and **cooking equipment manufacturers.** Contractors and suppliers may wish to contact Mr. Hoffe at the above stated address in Johannesburg, South Africa. A copy of the Anglo-American Corporation's press release is available on loan. Please refer to: South Africa.★

It was recently announced that a modern, 7-story **hotel,** estimated to cost R4,000,000, would be constructed by the Union Free State Mining & Finance Corp. near the center of Johannesburg opposite the Union Grounds. The new hotel will contain 200 double rooms, 15 suites and 4 penthouses. Construction is to begin in 1964 with completion expected by 1967. Amalgamated Hotels Ltd., a subsidiary of the Union Free State Mining & Finance Corp., will be responsible for the construction of the new hotel.

SPAIN—(100 Pesetas=US$1.66). According to the recently published Spanish Economic and Social Development Plan for 1964-1967, public investment in **rail transportation** will include **new lines, rail interconnection systems** at various cities, new **subway lines** in Madrid and Barcelona and narrow gauge railroads.

The Spanish Government will contribute a total of 15,728,110,000 pesetas to RENFE's (Spanish National Railways) investment program, with RENFE's own contribution to amount to 9.6 billion pesetas. Private investments will be centered around narrow-gauge railways, the Madrid and Barcelona subways, city transportation and railway material industries. Total private investment is estimated at 8.3 billion pesetas.

In the 1964-1967 period, the Plan calls for the spending of 814.2 million for the Madrid subway line, 760 million for Barcelona's. In other areas, a total investment of 37,981 million is allocated for **highways;** 14,263 for **Maritime** and 8,006 for **air transportation.** The Plan also covers other areas of **industry** and **agriculture.**

A copy of the Plan is available from the Trade Opportunities Staff on a 5-day loan basis to U.S. businessmen. To expedite mailing, firms are asked to include with their request a self-addressed mailing label.★

SOUTHERN RHODESIA—(1£=US$2.80). A British engineering firm, A.W. Smith, Ltd., has won a contract worth more than £3 million to build and equip a **sugar factory** in Southern Rhodesia in the lowvelt, about 100 miles from Fort Victoria for Hippo Valley Estates. Scheduled to begin production in the autumn of 1965, it will be capable of processing 6,000 short tons of sugar cane daily and of producing 100,000 short tons of raw sugar per crop. The firm will supervise the construction work. Contact: A.W. Smith, Ltd., 21 Mincing Lane, London, EC 3, England.

THAILAND—The second **airport project** reported in this column January 6 has been **postponed** and probably construction delayed some years. The question of construction has been turned over to the Executive Committee of the National Economic Development Board for study.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

014 Livestock Farms

MALAYSIA—Livestock. Ban Huat Enterprise Ltd. (importers, exporters, contractors, manufacturers' representative), Suite 4, First Floor, 28 Beach St., Penang. WTD 12/20/63.

019 Commercial Farms

ENGLAND—Horticultural sundries; seeds. Requests replies from producers only. Dunns Farm Seeds Ltd., (producer, processor, distributor), Dunnseed Chambers, Salisbury, Wiltshire. WTD 11/1/63.

200 Food

CHILE—Wheat and feed grains, wheat flour, corn, rice, edible oils. Requests replies from processors. Dominguez y Parr (sales agent for industrial and agricultural machinery, equipment), 206 Bandera, Office 607, Santiago. WTD 2/11/63.

201 Meat Products

FRANCE—Canned meats. Requests replies in French. Societe G. De Beaumont & E. Godot (agent), 22 Place de la Madeleine, Paris 8e.

203 Canned Foods

FRANCE—Canned food products, all kinds. Camille Tabar & Cie (importer, dealer, agent), 10 Place des Victoires, Paris 2e. WTD 6/20/61.

Canned fish and fruit. Requests replies in French. Societe G. De Beaumont & E. Godot (agent), 22 Place de la Madeleine, Paris 8e.

Pulse. Pierre Gauthier (importer, dealer), 177 rue du Fg.Poissonniere, Paris 9e. WTD 8/22/63.

207 Confectionery

GERMANY—Candy, other confectionery products. Josef Hartkorn & Sohn KG (manufacturer, importer, wholesaler), Wallersheimerweg, Koblenz-Neuendorf. WTD 2/19/60.

208 Beverage Industries

FRANCE—Canned fruit juice. Requests replies in French. Societe G. de Beaumont & E. Godot (agent), 22 Place de la Madeleine, Paris 8e.

287 Agricultural Chemicals

MALAYSIA—Chemical fertilizers. Ban Huat Enterprise Ltd. (importers, exporters, contractors, manufacturers' representative), Suite 4, First Floor, 28 Beach St., Penang. WTD 12/20/63.

327 Concrete, Gypsum, Plaster Products

MALAYSIA—Building materials, all types. Ban Huat Enterprise Ltd. (importers, exporters, contractors, manufacturers' representative), Suite 4, First Floor, 28 Beach St., Penang. WTD 12/20/63.

329 Abrasive, Asbestos Nonmetallic Mineral Products

CHILE—Mineral asphalt, natural asphalt. Requests replies from processors. Dominguez y Parr (sales agent for industrial and agricultural machinery, equipment), 206 Bandera, Office 607, Santiago. WTD 2/11/63.

342 Cutlery, Hand Tools, General Hardware

SPAIN—Manufacturer of hardware wishes to represent on a commission basis a small U.S. hardware manufacturer whose products are not competitive with its own line. Folder with illustrations, listing, descriptions of items manufactured, and a copy of firm's statement concerning production in 1962, all in Spanish, available on a loan basis from: Trade Opportunities Section, BDSA-111, Rm. 4203, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-4674). Industrias Metalicas Ulsan, S.A., Calle Gallo 16, Esplugas de Llobregat, Barcelona. WTD 3/14/63.

353 Construction Machinery

MALAYSIA—Excavators; tractors. Ban Huat Enterprise Ltd. (importers, exporters, contractors, manufacturers' representative), Suite 4, First Floor, 28 Beach St., Penang. WTD 12/20/63.

356 General Industrial Machinery

ENGLAND—Industrial pumps, pneumatically or hydraulically operated; interested in product of advance design in early stages of development or marketing, with market potential in mining, building and construction, machine tool, or food and chemical markets. Requests replies from manufacturers only. Holman Bros. Ltd., Rosewarne, Camborne, Cornwall. WTD 11/1/63.

MALAYSIA—Heavy equipment, used or new, all types. Ban Huat Enterprise Ltd. (importers, exporters, contractors, manufacturers' representative), Suite 4, First Floor, 28 Beach St., Penang. WTD 12/20/63.

371 Motor Vehicles

MALAYSIA—Automobiles, no specific make. Ban Huat Enterprise Ltd. (importers, exporters, contractors, manufacturers' representative), Suite 4, First Floor, 28 Beach St., Penang. WTD 12/20/63.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

Greece postpones indefinitely bid deadline for copper wire

The Hellenic Telecommunications Organization, Ltd., Greece, has postponed indefinitely the deadline for submission of bids for the procurement of copper-covered wire, copper wire and strand.

The deadline was originally set for December 20, 1963 and was later extended to January 14. (INTERNATIONAL COMMERCE, Dec. 2, p. 52, and COMMERCE BUSINESS DAILY, Jan. 8, p. 6).

New Books and Reports

***International Investment—Theory, Practice, Institutions.* By Robert A. Gilbert. Published by Simmons-Boardman Publishing Corporation. New York, September 15, 1963. 252pp.**

A timely and authoritative survey of the field of international investment. Mr. Gilbert outlines the theoretical background of investing abroad and points out basic economic factors tending to create profitable investment opportunities overseas. Individual and institutional investors as well as trust officers, securities brokers and dealers, will find the book a useful tool.

Order from Simmons-Boardman Publishing Corporation, 30 Church Street, New York, N.Y. 10007. **C.W.V.**

***Common Market Competition in Manufactures.* By Raymond L. Staepelaere and Raymond F. Mikesell. Published by the Stanford Research Institute. Menlo Park, California. September 1963. 135pp. $3.**

This study measures the increased competitive ability of the Common Market countries in their exports to countries not within their own community. It surveys the changes in the pattern of world trade, relative changes in prices and costs, the effects of investment on competitive positions, and changes in the pattern of Intra-EEC trade.

Copies are available from the Stanford Research Institute, Menlo Park, California, 94025.

Missions report

Copies of the reports submitted by the recent U.S. Trade Missions to Austria, Hong Kong, Malaysia and Switzerland are now available, and subscribers to International Commerce may order single copies without charge. Requests should be addressed to the Office of Publications and Information for Domestic and International Business, U.S. Department of Commerce, Washington, D.C. 20230.

Such requests must be received not more than 15 days after the publication of this notice.

Free

Subscribers to this magazine may obtain without charge a single copy of an Overseas Business Report described in this issue by making a specific written request, including the OBR number, to the Bureau of International Commerce, Office of Publications and Information, U.S. Department of Commerce, Washington, D.C. 20230.

Such requests must be received not more than 15 days after the publication date of the issue of *International Commerce* in which the requested OBR was listed.

Overseas *Business Reports*. U.S. Dept. of Commerce. Washington, 1963. $18 per year ($12 additional for overseas mailing), 15 cents per copy. Order from any Commerce Field Office or the Supt. of Documents, GPO, Wash., D.C., 20402.

Foreign Trade Regulations of Uruguay. OBR 63-142. 7pp. Describes the Government's trade policy, import tariff system, sales and other internal taxes, required documentation and fees, labeling and marking requirements, special customs provisions, non-tariff import trade controls, Uruguay's export controls, and U.S. controls affecting trade with Uruguay.

Foreign Trade Regulations of Paraguay. OBR 63-144. 7pp. Contains the same sort of information referred to in OBR 63-142 (above).

Foreign Trade Regulations of Bolivia. OBR 63-147. 8pp. Also contains the same type of information referred to in OBR 63-142 (above).

***The Friendly American.* Published by the Department of the Navy. (The Armed Forces Writers' League) Washington, 1963. 276pp. $1.25.**

This self-styled "Book of Hope" is a collection of stories intended to provide examples of what individuals and groups have done to make friends for the U.S. abroad. It should prove of interest to firms having overseas personnel.

Copies can be ordered from the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C. 20402.

***Natural Resources and International Development.* Edited by Marion Clawson. Published by the Johns Hopkins Press. Baltimore, March, 1964. 480 pp. $7.50.**

Presented at the 1963 Forum of Resources for the Future, Inc., the papers which constitute the book include 3 on commodities important in world trade: agriculture, oil, and fisheries. Four papers focus on resource problems in Western Europe, the Soviet Union, Africa, and Latin America.

The final 3 essays concern the potentials and hazards of foreign investment in raw materials, the terms of trade between raw materials exporting and importing countries, and the transfer of knowledge and capital across national boundaries.

When published, the book may be ordered from the Johns Hopkins Press, Baltimore, Maryland, 21218.

***Labor Training in Developing Countries.* By Arnold Zack. Published by Frederick A. Praeger. New York, 1964. 189 pp. $5.**

The author studies the curricula and student bodies at several of the recently founded institutes for training labor in the developing world. Appendixes contain detailed compendiums of facts and figures on activities at 9 of these institutes.

The book can be ordered from Frederick A. Praeger, 64 University Place, New York, N.Y. 10003.

Progress

Free copies of the Progress Report on Recommendations of the White House Conference on Export Expansion can be requested from the Office of Publications and Information for Domestic and International Business, Room 2320, U.S. Department of Commerce, Washington, D.C. 20230.

The White House Conference brought together 285 of the Nation's top business, labor and educational leaders to review with Government officials present programs to increase the world market of U.S. products and services. This report discusses the action taken to date on the Conference's recommendations.

☆ U. S. GOVERNMENT PRINTING OFFICE: 1964—701959/30

Calendar *for international traders*

February

3—Practical Course in Export Techniques, Overseas Press Club, **New York** (fifth of eight weekly sessions). Sponsor: International Executives Association.

3—Monthly meeting, Houston World Trade Association, **Houston, Texas,** Harold Graham, Vice President, Cargo Sales, Pan American World Airways.

3—Monthly Dinner Meeting, Worcester Foreign Trade Council, Stockholm Restaurant, **Worcester, Mass.**

3—Export Educational Seminar, **Detroit, Mich.** First of eight weekly sessions. Sponsors: University of Detroit; Michigan Office, Department of Commerce; Small Business Administration.

4—Export Educational Seminar, **Memphis, Tenn.** (fourth of 8 weekly sessions). Sponsors: Mid-South Exporters' Roundtable; REEC; Memphis Chamber of Commerce; SBA and Memphis Field Office. Host: Division of Vocational Education, Memphis City Schools. Guest Instructor: Mr. Robert E. Pickett, The Buckeye Cellulose Corporation, Memphis, Tenn.

4—Round Table Conference, Ben Franklin Hall, Advertising Club, 1:30 p.m., **New York, N.Y.** Sponsor: Foreign Credit Interchange Bureau.

5—Sales and Marketing Executives International, Presidents' meeting, **Washington, D.C.** Speaker: Luther H. Hodges, Secretary of Commerce.

6—"Mechanics of Foreign Market Research" seminar. Sponsored by World Trade Council, Chamber of Commerce of Greater Pittsburgh, **Pittsburgh, Pa.**

6—Sales and Marketing Executives International luncheon, **Washington, D.C.** Speaker: Franklin D. Roosevelt, Jr., Under Secretary of Commerce.

6—Monthly meeting, Milwaukee World Trade Club. Coach House Inn, 6:00 p.m., **Milwaukee, Wis.**

7—Opportunities in the International Field. **Kansas City, Mo.** REEC, Department of Commerce Field Office, University of Kansas Extension Division.

9-12—Surplus Dealers Trade Show, N.Y. Trade Show Bldg., 35th St. and 8th Ave., **New York, N.Y.** Sponsor: Institute of Surplus Dealers.

10—Sales and Marketing Executives International, San Francisco Chapter dinner meeting, St. Francis Hotel, **San Francisco, Calif.**

10—Practical Course in Export Techniques, Overseas Press Club, **New York** (sixth of eight weekly sessions). Sponsor: International Executives Association.

11—"Little White House Conference"—**Kalamazoo, Mich.** Sponsor: Kalamazoo County Chamber of Commerce, Michigan Field Office, Department of Commerce, Michigan Regional Export Expansion Council.

11—Automotive Export Club of Chicago, Builders Bldg., **Chicago, Ill.**

11—Plant Modernization Conference, **Cleveland, Ohio.** Speaker: Franklin D. Roosevelt, Jr., Under Secretary of Commerce.

11—Export Educational Seminar, **Memphis, Tenn.** (fifth of 8 weekly sessions). Sponsors: Mid-South Exporters' Roundtable; REEC; Memphis Chamber of Commerce; SBA and Memphis Field Office. Host: Division of Vocational Education, Memphis City Schools. Guest Instructors: Mr. Marcus D. Ragland, Asst. Cashier, Union Planters National Bank, Memphis; Mr. Raymond Dickey, Vice President, National Bank of Commerce, Memphis; Mr. John Whitsitt, Vice President, First National Bank, Memphis.

12—Minnesota World Trade Association monthly dinner meeting, Hotel Radisson, **Minneapolis, Minn.**

13—"Mechanics of Foreign Market Research" seminar. Sponsored by World Trade Council, Chamber of Commerce of Greater Pittsburgh, **Pittsburgh, Pa.**

POSTPONEMENT

The following Businessmen's Consultations with members of the U.S. Trade Mission to East Africa have been postponed until further notice: February 11—New York; February 13—Indianapolis; February 13—Baltimore; February 14—Oklahoma City; February 14—Boston.

13—International Trade Club of Chicago, monthly luncheon meeting, Century Room, La Salle Hotel, **Chicago, Ill.**, 12:15 p.m. Speaker: Ray R. Eppert, President, Burroughs Corporation, Detroit, Mich.; Subject: Can U.S. Management Really Compete in International Markets?

17—Practical Course in Export Techniques, Overseas Press Club, **New York** (seventh of eight weekly sessions). Sponsor: International Executives Association.

18—Monthly Dinner Meeting, Providence World Trade Club, Johnson's Hummocks, **Providence, R.I.**

18—Foreign Trade Bureau of Cedar Rapids Chamber of Commerce, Roosevelt Hotel, **Cedar Rapids, Iowa.**

18—International Marketing Workshop, 3:30 p.m., International House, **Boston, Mass.** Sponsor: The World Trade Center in New England, Inc.

18—Workshop on Foreign Insurance, **Kansas City, Mo.** Kansas City REEC, Commerce Field Office, International Trade Club, co-sponsors.

18—Monthly luncheon meeting, International Executives Association, "Top of the Fair," New York World's Fair, **New York, N.Y.**

18—Memphis World Trade Club, monthly meeting, **Memphis, Tenn.**

19—Twelfth Export Expansion Conference, Cleveland Field Office, Federal Reserve Bank Bldg., **Cleveland, Ohio,** in cooperation with Regional Export Expansion Council.

19—Propeller Club luncheon, National Press Club, **Washington, D.C.** Speaker: Franklin D. Roosevelt, Jr., Under Secretary of Commerce.

19—"Profits in Exports" Conference—Industrial Fasteners Institute, Barbizon Plaza Hotel, **New York.** Sponsors: Industrial Fasteners Institute, New York Field Office, Department of Commerce.

19—Foreign Trade Credit Group, Chicago-Midwest Credit Service Corp., Morrison Hotel, **Chicago, Ill.**

19—First Annual Businessman's Institute on World Trade, Southern University, **New Orleans, La.** Sponsor: Southern University; Regional Export Expansion Council; New Orleans Field Office, Department of Commerce; Small Business Administration.

20—Monthly luncheon, World Trade Council, Chamber of Commerce of Greater Pittsburgh. Penn-Sheraton Hotel, **Pittsburgh, Pa.**

20—"Mechanics of Foreign Market Research" seminar. Sponsored by World Trade Council, Chamber of Commerce of Greater Pittsburgh, **Pittsburgh, Pa.**

20—Monthly dinner meeting, World Trade Club of Detroit. Pick-Fort Shelby Hotel, **Detroit, Mich.**

20—Export Educational Seminar, **Memphis, Tenn.** (sixth of 8 weekly sessions). Sponsors: Mid-South Exporters' Roundtable; REEC; Memphis Chamber of Commerce; SBA and Memphis Field Office. Host: Division of Vocational Education, Memphis City Schools.

24—Importers Association of Chicago Traffic Club, Palmer House, **Chicago, Ill.**

24—Michiana World Trade Club, Wheelabrator Corp., **Mishawaka, Ind.**

24—International Marketing Workshop, 3:30 p.m., International House, **Boston, Mass.** Sponsor: The World Trade Center in New England, Inc.

24—Practical Course in Export Techniques, Overseas Press Club, **New York** (eighth of eight weekly sessions). Sponsor: International Executives Association.

25—Export Counseling Program. Cosponsored by World Trade Council, Chamber of Commerce of Greater Pittsburgh, and REEC, **Pittsburgh, Pa.**

25—"Profits in Exports" Conference—Long Island University, **Brooklyn, N. Y.** Sponsors: Long Island University, New York Field Office, Department of Commerce, N.Y. Regional Export Expansion Council, Small Business Administration.

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